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In which industries to invest? Aligning market and development incentives in Myanmar

Steven Ayres and Clovis Freire

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In which industries to invest? Aligning market and development incentives in Myanmar*

by Steven Ayres[1] and Clovis Freire[2]

November 2012

Abstract

The views expressed in this Working Paper are those of the author(s) and should not necessarily be considered as reflecting the views or carrying the endorsement of the United Nations. Working Papers describe research in progress by the author(s) and are published to elicit comments and to further debate. This publication has been issued without formal editing.

This paper argues that, with the removal of international sanctions and the opening up of the economy, fostering economic activity and facilitating investment in new and more productive industries will best facilitate inclusive economic growth in Myanmar. With a perspective that emphasizes the role of structural transformation, this paper presents a model describing how this can best be facilitated with the use of strategies that push towards diversification, particularly in the direction of more productive economic activities. It also presents a methodology to identify diversification opportunities based on trade data and presents a list of specific industries and products that will best contribute towards this process.

JEL Classification Numbers: *O11, O14, O33, O38, O53.*

Keywords: *Diversification, Structural Transformation, Productive Capacities, Economic Development*

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In which industries to invest?

Aligning market and development incentives in Myanmar

Steven Ayres and Clovis Freire

"I would like to request those who have invested or who are thinking of investing in Burma to put a premium on respect for the law, on environmental and social factors, on the rights of workers, on job creation, and on the promotion of technological skills." - Aung Suu Kyi, 2011.

I. INTRODUCTION

This paper presents the merits of targeted investment in the context of Myanmar's opening economy, aiming to specifically identify the areas into which investment could be focused to maximize development gains. It emphasizes the role of structural transformation and how this can best be facilitated by strategies to attract investment towards new economic activities on more productive industries. The central theme is the need to align market and development incentives when devising strategies to attract the kind of investment that will foster inclusive growth in Myanmar.

Inclusive growth is a complex concept that requires further qualifications. In this paper, it means economic growth with creation of productive jobs. That means more jobs and the shift of share of employment from low to more productive economic activities and the associated increase in total productivity of the economy. Investment, including foreign direct investment (FDI), can be instrumental in this regard, by channelling capital inflows into the more productive industries. But a large reliance on investment in existing industries may trap the country in specializing in fewer and more volatile economic activities in the commodities sector. Moreover, increasing resources in existing industries will only increase the power and wealth of groups that have had the upper-hand in the political process in the past decades, perpetuating the old power dynamics within the society and undermining the process of technology accumulation and dissemination that ultimately will push the country towards development.

This paper argues that the creation of and investment on new industries would present a more successful approach to fostering inclusive development. It will create new job opportunities and will push upwards the productivity of the whole economy. But the process of economic diversification is path-dependent and not all new industries will deliver the desirable social benefits. Diversification would require the strategic identification of potential new industries that would create productive jobs and would provide attractive investment possibilities. Also important, these potential new industries should be the ones that are likely to emerge from the existing productive capacities in the economy.

Based on empirical data, this paper suggests that the potential new industries that would align market to development incentives are machinery and mechanical appliances; optical, photo, technical, medical, etc; plastic and articles thereof; electrical and electronic equipment; and iron and steel. A comprehensive list of potential products disaggregated by unit price is also identified, which could serve as a public good to be made available to the private sector to reduce its cost of discovery and also could guide the government in identifying factors that could facilitate this process.

Some caveats apply. This paper focuses on the narrow, although important, issue of identification of opportunities for investment in the context of the removal of international sanctions and the opening up of Myanmar's economy. It does not discuss the many other complementary and related macroeconomic, trade and investment policies that are fundamental to unleash Myanmar's trade and FDI potential. In this regard, Anukoonwattaka and Mikic (2012) provides a recent and comprehensive report of Myanmar's trade and FDI patterns in the past two decades and a survey of selected policies that affect Myanmar's trade and FDI potential within its new political and macroeconomic framework. We believe that the two papers complement each other and could provide a valuable source of information for policymakers and business leaders. Another caveat, also discussed in Anukoonwattaka and Mikic (2012), is the uncertainty related to the accuracy of Myanmar's trade data, given the many years of isolation imposed on the country. This paper tries to circumvent this problem by estimating the export basket of Myanmar by combining the data from countries who report imports from Myanmar. It also uses a methodology that does not requires the information related to the value traded but only the category of product traded. Unfortunately, the methodology is not able to identify opportunities for investment in the services sector and the analysis is restricted to tradable products.

This paper begins by providing a brief overview of the recent developments in Myanmar. It then discusses some stylized facts regarding structural transformation, inclusive growth and development, followed by the presentation of a model detailing the dynamics of these processes. This is followed by a presentation of the data and methodology implemented to identify diversification opportunities. Section six identifies the opportunities for investment in Myanmar in terms of potential new products, the results of the analysis suggesting that there is vast potential for investment in this respect. This is then followed by concluding remarks to state how this targeted investment can best be facilitated and what the government's role is in this.

II. THE OPENING UP OF THE ECONOMY

In 2010, Myanmar began laying the foundations for a series of reforms that would see it begin to emerge from the fringes of global political and economic discourse. Despite being tipped by the World Bank in the 1950s as destined for prosperity (Kurlantzick, 2002), much of this promise has so far failed to materialize to the detriment of its economic and social development. One of the least developed countries in the Asia-Pacific region, Myanmar's increasing engagement with the international community is being greeted with a great deal of optimism. Speculation that it can follow in the successful footsteps of its neighbouring emerging Asian economies abounds.

What started with a surprising political adjustment in Myanmar has led to the thawing of relations with the outside world and the relaxation, suspension and lifting of sanctions, holding extensive implications regarding the need for accompanying economic reforms. In 2012, the parliament of Myanmar passed new FDI legislation regarding foreign direct investment (FDI), which reflects an increased level of dedication towards a new phase in its economic policy.[3] In order to maximize the potential gains from this increasingly open economy, the government needs to demonstrate a strong commitment to broad-ranging reforms which must be implemented with due care. Throwing open the doors to investment without effective regulation and risk mitigation could potentially undermine the expected benefits that form the very

[3] See Anukoonwattaka and Mikic (2012) for a comprehensive report of Myanmar's trade and FDI patterns in the past two decades and an survey of selected policies that affect Myanmar's trade and FDI potential within its new political and macroeconomic framework.

motivation for these changes.

The transformation in Myanmar is occurring within a wider context of both regional and global changes, and the implementation of policies to effectively adapt to this new economic environment should be of great concern. Much of the optimism regarding Myanmar's ability to accomplish this successfully arises from its potential to exploit a number of strengths in this transition phase. The availability of human capital is undoubtedly a critical factor for sustained economic growth, and given its large and youthful population with 13 million young people of the 15-28 age group, Myanmar has a huge amount of promise in this respect (ADB, 2012). It is also endowed with rich stocks of natural resources such as natural gas and oil,[4] renewable water resources, fisheries and forests, which can serve as sources of wealth in terms of commodity exports, energy generation, or as inputs for manufactures.

Myanmar's key geographic location further represents an advantage with vast scope for exploitation. It is strategically situated between India and China, whose combined population amounted to over 2.5 billion in 2011, over 35 per cent of the world's total (World Bank, 2012), offering significant export potential should Myanmar's exports be able to further expand and penetrate these markets. Considering Myanmar's abundant resources coupled with the enormous demand for fuel from these regional economic giants, their combined total value of oil imports amounting to over US$240 billion in 2010 (IMF, 2011), there is also unequivocal opportunity for growth in terms of energy exports.

Despite these signs of promise, the opportunity to exploit them is fraught with difficulties that threaten to derail Myanmar's smooth transition into a rapidly-developing, open-market economy. Fiscal responsibility has been a weakness of Myanmar's governance in the past, which may be broadly explained by its spending priorities. Perhaps most telling of this is that it is the only developing country in Asia whose defence budget is larger than the education and health budgets combined (ADB, 2012), with implications regarding not only public debt but social development. Typically these deficits have been largely monetized by the Central Bank of Myanmar (CBM), contributing to the high inflation rates experienced as well as the associated effect of crowding out private sector investment which inhibits growth.[5] Additionally, the average tax-to-GDP ratio between 2004 and 2010 was a mere 3.6 per cent making it impossible to support large fiscal budgets and demonstrating that new revenue streams need to be sought. In conjunction with fiscal prudence, effective handling of monetary policy reform is absolutely essential to maintaining macroeconomic stability, particularly during a period of liberalization.

The government has recently taken significant strides towards such an end. For example, a new central bank law has been passed to authorize its independence from the Ministry of Finance and Revenue and modernize its operations, as well as an overhaul of the complex exchange rate system to a managed flotation of its currency (ADB, 2012) These are certainly bold new moves towards reform, but whether Myanmar's macroeconomic management system has the ability to effectively oversee the transformation and maintain stability remains to be seen. Managing the effects of expected high volumes of capital inflows under the new foreign investment legislation at a time when the central bank is in the infancy of its operational autonomy is a challenge. Poor macroeconomic management during this transition period may result in currency instability and inflation, potentially undermining development gains. Emerging economies have faced the same challenges in the past, and it is their resolution of such issues that

[4] With gas reserves totaling 7.8 trillion cubic feet and oil 2.1 billion barrels (BP, 2012), mineral fuels, oils etc. accounted for 41.3 per cent of total exports in 2010 (ESCAP, 2012).
[5] Average rate of 25.3% between 2001 and 2007 compared to 5.5% in Vietnam and 4.0% in Cambodia.

determine their ultimate success or failure. Even countries with a more advanced framework for macroeconomic management have seen it necessary to implement restrictive capital controls to mitigate possible volatility. The challenges facing Myanmar are therefore considerable.

III. INCLUSIVE DEVELOPMENT & STRUCTURAL TRANSFORMATION & THE ROLE OF INVESTMENT

The ability of Myanmar to draw upon the experiences of its Asian neighbours, both in terms of successes and failures, are plentiful, and the signs pointing towards vast potential for economic growth and development are promising. Vietnam, Malaysia, Indonesia, The People's Republic of China (PRC) and Cambodia all benefited from opening up their economies in past decades, experiencing rapid annual growth of between 6 and 10 per cent in some cases combined with the estimated slashing of poverty by up to a half in a single decade. ADB (2012) suggests that Myanmar could achieve a similar level of success with annual growth of between 7 and 8 per cent resulting in a per capita income of $2,000-$3,000 by 2030.

Despite this promising outlook, in fostering development, authorities must ensure that the benefits of growth accrue across the entire population, particularly among the poor. Economic growth has indisputably been an effective tool in fighting poverty across Asia, yet in some cases such rapid growth has occurred in conjunction with increased inequality. In the South-East Asian sub-region of which Myanmar is a part, the population-weighted mean gini coefficient increased from 35.8 per cent to 37.3 per cent between the early 1990s and the latest available year (ESCAP, 2012). This caveat becomes even more pertinent when considering what has been observed in commodity dependent countries and the applications of these lessons to the case of Myanmar.

Goderis & Malone (2009) found that commodity booms are associated with no change in inequality in the short term, but that uncertainty about future commodity prices increases inequality in the long-term. Myanmar is a country of rich natural resource endowments, thus it is essential that exploitation of these endowments is carried out with due care for equality. Therefore, ensuring inclusive growth is essential to Myanmar's ongoing development. Policies in that direction could be implemented in line with the United Nations Economic and Social Commission's view of inclusive growth, stressing that it must "enable everyone, in particular the poor, to participate in and benefit from economic opportunities and should lead to job creation and income opportunities and be complemented by effective social policies" (ECOSOC, 2012).

ADB (2012) highlight some central areas in a development agenda that will facilitate such inclusive opportunities in Myanmar: the mobilization of resources for investment, the diversification into industry and services while improving agriculture, and a reduction in the state's control of production. Such a shift in the current economic framework implies significant adjustments to the structure of the economy. Lin (2012) highlights the role of markets in this structural adjustment whilst holding that the state has a part to play in facilitating and fostering this process. The importance of successful coordination between the state and the private sector for diversification of the economy is thus clear, yet Myanmar's underdeveloped markets and institutions of governance would appear to suggest that this will be no easy feat to achieve.

In fact, in the last fifty years Myanmar has made little progress in structural transformation. In 1965 agriculture contributed 35 per cent of GDP. In 2010 this was almost unchanged at 36 per cent (ADB, 2012). Whilst highlighting the importance of agriculture as a tool for growth and poverty reduction and emphasizing the fact it should not be neglected,

ESCAP (2012) stresses the need for diversification into industry and services which at present appears to not be occurring. Myanmar's current export profile represents a very narrow structure of production; gas, natural and manufactured (accounting for 43 per cent), vegetables, fresh or simply preserved, roots and tubers (17 per cent) and other wood in the rough or roughly squared (9 per cent), together representing over two-thirds (69 per cent) of Myanmar's total exports (ESCAP, 2012).

Slow progress in structural transformation is exacerbated by reduced incentives to private investment, which is usually the result of perceived low return of economic activity or high cost of finance (Hausmann, Rodrik and Velasco, 2005). In the case of Myanmar, international sanctions on foreign investment was an important factor in holding back private investment. In this current era of opening of the economy, Myanmar is trying to boost private investment by putting into motion changes that will help to provide sustainable financing opportunities. Of particular importance is the new FDI legislation that the government hopes will substantially increase capital inflows and achieve exactly this objective.

Under the right economic conditions FDI can be highly conducive to growth (OECD, 2002). UNCTAD (1999) identifies six key areas in which the benefits of carefully managed FDI inflows can be felt: employment and incomes, capital formation and market access, structure of markets, technology and skills, fiscal revenues, and political, cultural and social issues. If the government of Myanmar can implement the appropriate policies that will foster development in these areas, the economic and social benefits of doing so would be widespread. A study of 58 developing countries between 1979 and 1995 by Bosworth and Collins (1999) shows that FDI is strongly associated with an increase in domestic investment and savings (with $1 of FDI corresponding with a $0.81 and $0.77 increase respectively), another key area of finance for development in which Myanmar is lacking and could be promoted by FDI. Yet, the degree of FDI's contribution towards development has not been without controversy. Some research suggests that FDI can actually crowd out domestic investment (particularly that of a domestic market orientation) (Fry 1992; Agosin and Mayer, 2000). Kumar (2010) also suggests that the impact of FDI in developing countries can be subject to a causality bias, in that FDI inflows could affect the growth rate of the host economy whilst the reverse could also be true – fast growth creates a favourable investment climate increasing inflows. It is also argued that the active pursuit of FDI inflows in developing countries can risk negatively affecting the economy. For example, through the macroeconomic instability resulting from rapid FDI reversals, or investment in protected industries which may fail to increase productivity and perpetuate the misallocation of resources (Loungani and Razin, 2001). However, it is widely maintained that the impact of FDI depends on its type, the characteristics of investing firms, economic conditions and policies (te Velde, (2006), thus careful regulation under laws that are adapted to Myanmar's unique conditions could reap large rewards.

It is not only the quantity of FDI but also the quality that should concern a country aiming to attract capital inflows, particularly one experiencing a transformation towards increased openness like Myanmar. Kumar (2002) states that it is both these quality and quantity aspects together that determine the impact of FDI on the development goals of the host country. There are several perspectives that account for the quality of FDI in this respect, including (a) the sectoral perspective; (b) the localization of production perspective; (c) the technological perspective; (d) the market orientation perspective; and (e) the mode of entry perspective (Pradhan, 2006), all of which emphasize different elements of FDI and their role played in determining its quality. In the case of high-quality FDI, such factors can help contribute towards economic growth in developing countries, where as the same is not necessarily true of low-

quality FDI. UNCTAD (2005) argues that the growth-amplifying role of FDI in Africa is restricted because of the poor quality of foreign investment that is attracted.

In terms of Myanmar, the importance of high-quality investment becomes clear when considering the sectoral composition perspective on quality and how this may impact growth. Singer (1950) argued that foreign investment in primary sectors like mining, food and raw materials provide less potential for technical progress in developing countries. In a resource-rich and newly opening economy like Myanmar, much of the foreign investment attracted is likely to be of the extractive or natural resource-based nature which, according to this perspective, is of a low quality. This links directly to the role of technology transfer, as extractive industries offer little in the way of technological spillovers to benefit the rest of the economy. The promotion of more productive, high-technology industries is an important part of the contribution of FDI to developing countries, and some fast-growing emerging economies such as India have even benefited from introducing technology transfer requirements for foreign firms (UNCTAD, 2004). Thus, it can be deduced that in order to best use foreign investment as a catalyst for economic growth and development in Myanmar, these principles of high quality foreign investment should be adhered to in the planning of foreign investment policy.

Thus the inherent risks associated with a rapid opening up to FDI can be mitigated through a carefully implemented strategy, a particular feature of which may be to encourage targeted investment towards certain key industries and sectors. In such targeted investment the goal is to attract FDI that maximizes the advantages within a given country and contributes to carefully defined development objectives (UNCTAD, 2002). If left to the market, foreign investment in a country like Myanmar will likely be focused towards low value-added products, failing to facilitate the desired increase in productivity and the associated structural transformation and development of productive capacities.

To develop an understanding of how the structural transformation of its economy can be vastly beneficial to Myanmar, as well as the role that carefully planned foreign investment can play in this, it is necessary to first consider a theoretical framework to help explain this process, which is presented in the following section.

IV. THEORETICAL FRAMEWORK

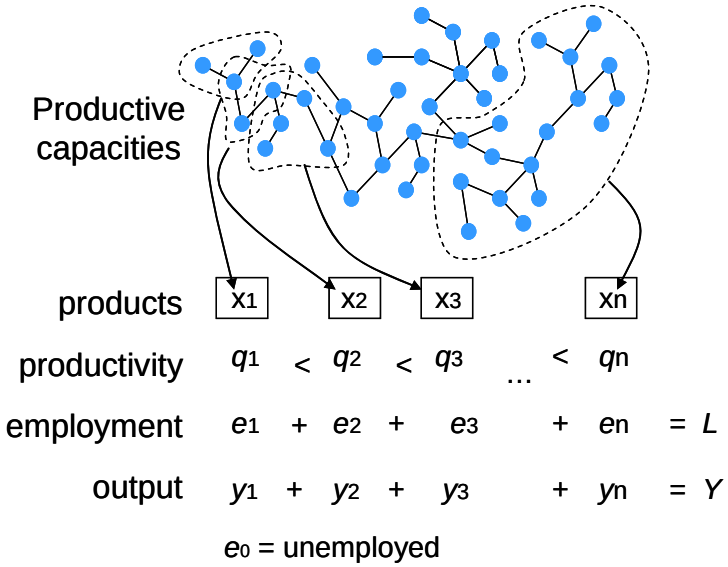
This paper adopts a stylized framework based on evolutionary growth models that, as described in Silverberg and Vespagen (2005), present the basic principles of heterogeneity of economic activities, the existence of a mechanism for generation of novelty in the economy and selection based on the economic environment (e.g. economic institutions and demand). It also incorporates economic complexity as proposed by Hidalgo and Hausmann (2009).

Picture an economy represented by an ensemble of different economic activities with each of these producing a single product (x). These products are either goods or services and they differ not by the broad industry to which they belong to, such as textiles or tourism, but by the specificities of their production methods which are reflected on different qualities and prices. For example, a $2 T-shirt is a different product from a $100 one. Each of these products requires a specific combination of “productive capacities” to be produced, which are methods, processes,

devices and infrastructure required for the production.[6] Some productive capacities are required by many economic activities, a clear example being the power grid or transport infrastructure such as roads, airports or railways. Figure 1 shows the combination of the different productive capacities, represented as a network, and the resulting economic activities, represented by the goods they produce. Economic activities are organized from lowest to highest labour productivity (q_j), with the associated employment (e_j) and output (y_j)[7] by economic activity j.

Under this framework, productivity in each economic activity (q_j), defined as the output per input labour in that activity (y_j / e_j), is a function of the unique productive capacities used in the production. Therefore, productivity is assumed to remain constant, given that any changes in productivity in a particular economic activity has to be the result of a change in the combination of productive capacities required to make the specific product associated to that activity, and different combinations of productive capacities result in different products thus the emergence of a new activity in the economy.[8]

Figure 1. A model of the economy



Source: Authors.

The assumption of constant productivity at activity level does not imply constant average productivity of the economy as a whole. Such average productivity is $\bar{q} = \sum (e_j/L)\, q_j$, which is the sum of the shares of employment multiplied by productivity in each economic activity. Therefore, the average productivity changes with shifts in the share of employment and rate of growth by economic activity. More importantly, average productivity will also change with the

[6] Productive capacities in this paper fall into the definition of technologies as proposed by Arthur (2009): "A technology […] is a means to fulfill a human purpose: a device, or method, or process." In this paper, these technologies are not instances of a specific device or method, such as a specific truck that is used to transport goods of a particular firm, but the idea of that device or method such as the concept of "transport cargo".

[7] Output in terms of value added.

[8] This is a chief abstraction of the framework since, as in the adaptive growth model of Metcalf and others (2005), productivity in each economic activity is the average of the productivity in the constituent firms and reflects the different instantiations of the productive capacities across firms as well as the relative contribution each firm makes to total output. The simplification used in the framework is that the change in such average productivity, as the result of the dynamics of selection at firm level within economic activities, is negligible compared with the differences in productivity across economic activities.

acquisition of new productive capacities, loss of existing ones and/or change in the structure of the network of productive capacities, which results in the emergence of new economic activities and/or disappearance of traditional ones, which in essence is the process of creative destruction.

Under this framework, the key objective of inclusive economic development is that of growth of total output ($Y^{t+1} > Y^t$), at each time *t*, with a reduction of inequality by increasing employment in more productive sectors and the associated increase in total productivity of the economy ($\bar{q}^{t+1} > \bar{q}^t$). In summary: growth with productive jobs. Ensuring the flow of employment shares from sectors with low productivity to high productivity is a key driver of growth. McMillan and Rodrik (2011) show that much of the difference in growth rates between developing countries in Asia and those in Latin America can be accounted for by the contribution of structural transformation towards overall labour productivity. Thus development efforts should demand that policies facilitate a structural shift in terms of dedicating employment shares towards more productive activities. This would result in an increase in output share for that industry and the average productivity of the economy as a whole. Such a structural change would also help to achieve the goal of reduced inequality in parallel, as moving the bulk of the workforce towards the higher end of the productivity chain will cause a reduction in this inequality by closing the gaps between the traditional and modern parts of the economy, as well as gaps in the wages of those who work within them.

Under the model above, there are two ways to move employment into more productive activities: 1) the demand must be increased in existing economic activities that are more productive which, in turn, increases output and associated employment in that activity; and 2) the creation of new and more productive economic activities, which would increase the opportunity for more productive jobs. In Myanmar, investment can be instrumental in this regard, by channelling capital inflows into the more productive activities.

The two parallel approaches of creating more productive jobs both in existing and in new economic activities can essentially be jointly explored. However, in the case of Myanmar, which is in the process of opening its economy and adjusting its political and economic institutions, a large reliance on investment in existing industries will pose many risks for inclusive development. First, the current high global demand for primary products is more likely to create incentives for increasing resources on lower-productivity activities. Therefore, it risks trapping the country in specializing in fewer economic activities that are more volatile, reducing the prospects for long-term growth (ESCAP, 2012). Second, in Myanmar, even if demand-side dynamics lead to the desirable outcome of higher output and employment in more productive activities, such positive short-term outcome in the longer-term may have the perverse effect of perpetuating social injustices and the old power dynamics within the society. The reason is that existing industries are much more likely to be controlled by people or groups that have had the upper-hand in the political process in the past decades,[9] and any increase of resources in these industries will only increase their power and wealth (Acemoglu and Robinson, 2012). Given that new economic activities threaten both the income and power of these groups, they have the incentive to undermine the process of economic diversification that ultimately will push the country towards development.

On the other hand, the second option, the creation of new more productive economic activities may present a more successful approach to fostering inclusive development. Thinking back to figure 1, imagine the creation of new boxes at the more productive end of the diagram,

[9] Reuters (2012). Special Report: An image makeover for Myanmar Inc. Avaliable from www.reuters.com/article/2012/04/12/us-myanmar-cronies-image-idUSBRE83B0YU20120412

which will occur through the acquisition of new productive capacities and the diversification into new economic activities. Given that these goods will be new to Myanmar's product-mix, the increase in output (y_j; from a starting level of zero) will demand a proportional increase in employment (e_j). These kinds of new activities can therefore create the demand for labour in more productive activities that will force the economy's structural transformation in the right direction. When the economy is able to continuously add industries that are more productive, the share of employment in the less productive sectors will decline and average productivity increases. Empirical evidence supports that result. For example, Imbs and Wacziarg (2003) show that, for most of their development path, country's diversification of economic activities is associated with increasing incomes. This empirical regularity is a robust feature of the data and it has been supported by subsequent work based on trade data (Carrere and others, 2007; Schott, 2004; ESCAP, 2011).

However, if diversification has to be the driver of structural change in Myanmar, how it would come about in the first place? In the context of developing countries, diversification is usually associated with the emulation of more productive industries that were the result of previous innovation in developed countries. In fact, Reinert (2007) argues that the process of emulation is the way that rich countries got rich.[10] Emulation is also at the core of the "Flying Geese Model" pattern of economic development (Kumagai, 2008). Lin (2012) presents a review of historical and contemporary experiences of state intervention and suggests that a common feature of diversification strategies adopted by successful countries was that they targeted mature industries in countries not far away in terms of income per capita.

Possibilities for emulation are not equally available at a given point in time. Diversification is a path-dependent process (Hausmann and Klinger, 2007; Hidalgo and Hausmann, 2009; ESCAP, 2011; ESCAP, 2012). Products that are produced in a country today affect the products that will be produced in that country in the future. Hausmann and Rodrik (2006) argue that path-dependence in the process of diversification is created because new activities tend to exploit the productive capacities that were previously developed for other activities. The question for policy makers in developing countries is, therefore, how to facilitate the emergence of new productive capacities that would allow emulation of more productive activities and the structural transformation of the economy.

Lin (2012), suggest that the state should take a leading role in such emulation process and propose a practical procedure to identify and facilitate growth through a six-step procedure in which the first step is for governments in developing countries to "identify the list of tradable goods and services that have been produced for about 20 years in dynamically growing countries with similar endowment structures and a per capita income that is about 100% higher than their own."

Commenting on Lin (2012), Hausmann argues that a better method to identify the potential industries for diversification is by using the "product space" and measures of product complexity.[11] The product space is a network in which products are nodes connected to each other if they are usually part of the same product mix (Hausmann and Klinger, 2007; Hidalgo

[10] This paper adopts the term emulation as proposed by Reinert (2007), which means "imitating in order to equal or excel", or as further defined by Cimoli and others2008): "the purposeful effort of imitation of 'frontier' technologies and production activities irrespective of incumbent profile of 'comparative advantage'."

[11] Hausmann's comment on: The New Structural Economic, A Rethinking of Development Economics and Policy. Available from http://siteresources.worldbank.org/DEC/Resources/84797-1104785060319/598886-1104852366603/599473-1223731755312/Hausmann_comment_on_Justin_Lin.pdf.

and others, 2007; ESCAP, 2011). Such networks provide information on likely paths of diversification based on empirical data. The measure of product complexity is one of the results of the "method of reflections" proposed by Hidalgo and Hausmann (2009) to quantify the set of capabilities available in the country by studying the structure of a bipartite network connecting countries to the products they export. Based on this method, the complexity of a product is a measure of how ubiquitous the product is and the level of diversification of the countries that produce it.

This paper assumes that productivity at industry level is directly associated with the measure of complexity of the product produced by that economic activity. This assumption is based on empirical work showing that the major exporters of more complex products are the high-income countries and the major exporters of less complex products are the low-income countries. In addition, export shares of the more complex products increase with income, while export shares of the less complex products decrease with income (Abdon and others, 2010). ESCAP (2012) and Freire (2012a) show that a rich country exports products with a wide range of complexity. They produce low complexity products just as the poorer countries, but also produce more complex products. As for poorer countries, their exports are limited to low complexity products. Freire (2012a) also shows that there is no concentration of complexity level associated with different types of products. In each industry, using SITC trade data, there are low, medium and high complexity products. This suggests that what matters is not the broad industry but the individual products within the broad industry classification.

The main idea is to use the product space to find potential products for diversification that are likely to require a set of capacities similar to the existing in the country. These potential products for diversification are expected to be already part of the product-mix of more developed countries. Such an approach to identify potential products for diversification was used by Freire (2012a, 2012b) in the context of least developed countries and for countries in South and South-West Asia.

V. METHODOLOGY AND DATA

Following the methodology described in Freire (2012b), this paper identifies the opportunities for diversification in Myanmar, by identifying products that are more complex and that are nearby in the product space to the existing product-mix of the countries.

To measure product complexity, this paper uses the method of reflections proposed by Hidalgo and Hausmann (2009) and as revised in Freire (2011, 2012a). The method constructs a bipartite network of countries and products that they produce and iteratively calculate a generalized measure of diversification and ubiquity as follows:

$$K_{c,N} = \frac{1}{K_{c,0}} \sum_p M_{cp} K_{p,N-1}$$ (Generalized measure of diversification)

$$K_{p,N} = \frac{1}{K_{p,0}} \sum_c M_{cp} K_{c,N-1}$$ (Generalized measure of ubiquity)

Where M_{cp} is 1 if country c makes product p and 0 otherwise, $K_{c,0}$ is the number of products produced by country c and $K_{p,0}$ is the number of countries that make product p.

The measure of product complexity (*PCOMP*) is taken as the normalized value of the K_p value of the 5th interaction of the method of reflections:

$$PCOMP = \frac{Kp5 - < Kp5 >}{sd(Kp5)}$$

Where $<K_{p5}>$ is the mean and $sd(K_{p5})$ is the standard deviation of the distribution of K_{p5}. The K_{p5} is used because such interactive analysis is carried out until no further information is obtainable from this method, which depends on the structure of the network and for the dataset used happens on the 5th interaction.

The measure of proximity between products *A* and *B* (Φ_{AB}) in the product space is calculated using a method similarly to that proposed by Hidalgo and others (2007), as the minimum value between the conditional probability P(*A*|*B*) of a country producing *A* given that it produces *B* and the conditional probability P(*B*|*A*) of a country producing *B* given that it produces *A*:

$$\Phi_{AB} = \Phi_{BA} = min(\mathrm{P}(A|B), \mathrm{P}(B|A))$$

The proximity between two products, therefore, ranges from 0%, in the case in which no country produces both products, to 100% in the case in which all countries that produce one good also produces the other. This paper adopted the threshold of 80% proximity to an existing product of the country's product mix to identify potential new products for diversification.

The paper also analyses the price incentives that entrepreneurs face when choosing between different potential new economic activities by estimating the potential growth of exports of different products based on the index proposed by Freire (2012b). The index is calculated as follows:

$\sum_i G_{isd}^{t0,t1} \times M^{2010}$, where $G_{isd}^{t0,t1} = \frac{m_{id}^{t1}}{M^{t1}} - \frac{m_{id}^{t0}}{M^{t0}}$ if $\Phi_{ij}>80\%$ for some product *j* in the country's existing product mix and $\frac{m_{id}^{t1}}{M^{t1}} > \frac{m_{id}^{t0}}{M^{t0}}$, and zero otherwise.

Where *s* is the source country, *d* is the destination country, $G_{isd}^{t0,t1}$ is the growth in the share of imports *m* of industry *i* in country *d* in the period between *t0* (2005-2007) and *t1(2008-2010)*. M^{2010} is the total imports by all countries in all products in year 2010, and $\frac{m_{id}^{t1}}{M^{t1}}$ is the share of imports of product *i* by country *d* in total world's imports of all products in the period *t1*.

The paper uses, as a proxy for country's production, disaggregated trade data from United Nations COMTRADE using Harmonized System code (HS 2002) at 6-digit level, further disaggregated by quantity unit code and by unit price range, covering 221 economies for the year 2010, following the methodology described in Freire (2012b). As discussed in Anukoonwattaka and Mikic (2012), because of the many years of isolation imposed on Myanmar, the trade data available related to Myanmar does not necessarily reflect the flows that actually occurred. In trying to circumvent this problem, this paper estimates the export basket of Myanmar by combining the data from countries who report imports from Myanmar. It is also important to

note that the analysis of product space and product complexity does not take into consideration the actual value traded but only if a particular product was exported or not by the country.

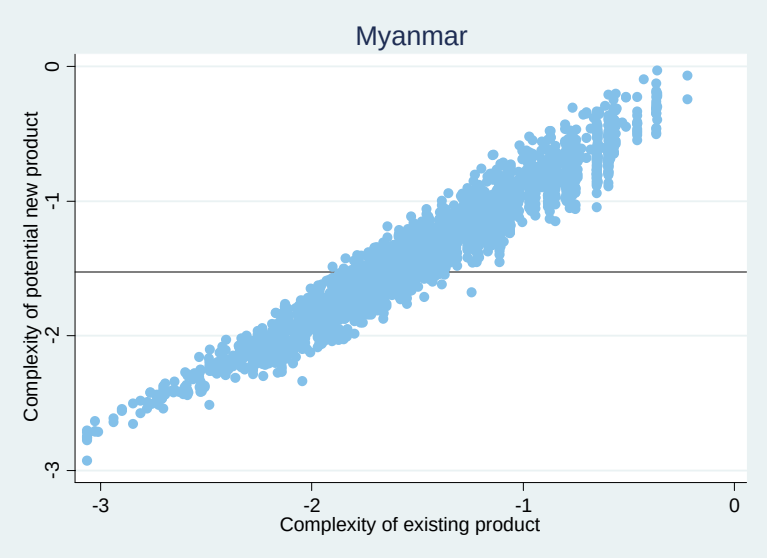
VI. IDENTIFYING OPPORTUNITIES FOR FDI

The opportunities for Myanmar to diversify its economy and promote structural transformation through FDI are in products that are more complex and that are nearby in the product space to the existing product mix. Figure 2 illustrates the map of such potential new products. It shows on the horizontal axis the complexity of all products produced in the country in 2010 classified at 8-digit level (i.e. 6-digit level HS 2002 and further disaggregated by quantity unit code and unit value group). The scale is normalized in such a way that the average global complexity is zero and the standard deviation of the distribution of product complexity is one. In the vertical axis, the graph shows the complexity of potential new products. Therefore, each dot in the graph represents a pair composed by an existing and a potential new product. To avoid showing the same potential new product in the map twice, only the pair with the less complex existing product and that also contains a particular new product is shown. Existing products may be associated with more than one potential new product.

The horizontal line dividing the graph marks the average complexity of the product-mix of Myanmar. New products with complexity above that level would contribute in pushing the distribution of complexity of the country's product mix towards more complex products. That seems to be the case in Myanmar, where the majority of the pairs of existing and potential new export products are concentrated above the country's average product complexity. This result suggests that, in principle, the country could make a lot of progress in the shorter term in diversifying the production base and build productive capacities if it could further improve the environment conducive to business, even if it could not nudge the discovery process towards selected economic activities.

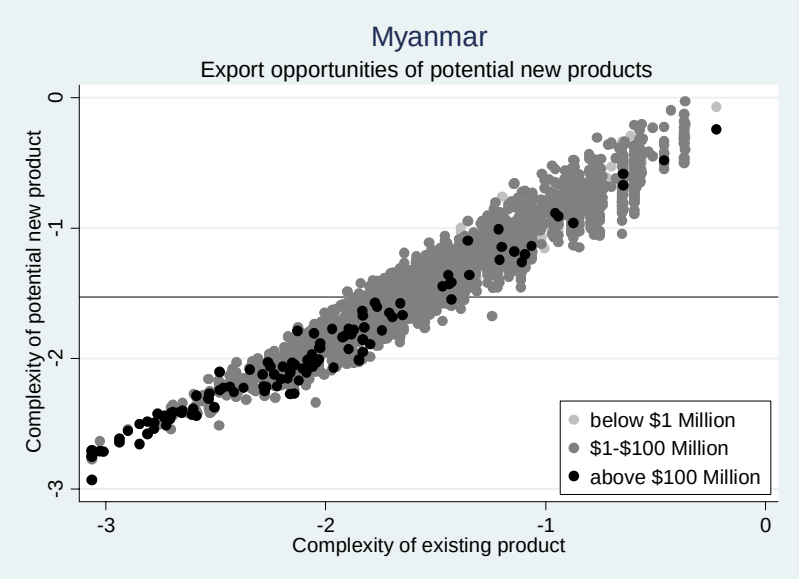
However, economic agents are highly responsive to price incentives and, therefore, demand factors are also expected to play a role in diversification. Figure 3 maps the export opportunities of Myanmar's potential new products, showing the potential new products with higher export opportunities (over $100 million) are concentrated at the less-complex part of the set.

Figure 2. Map of potential new products for diversification



Source: Authors based on data from the United Nations Commodity Trade Statistics Database.

Figure 3. Map of potential new products for diversification and export opportunities



Source: Authors based on data from the United Nations Commodity Trade Statistics Database.

Table 1 brings up the key numbers to consider: the share of potential new products with above country's average complexity (64%) and the share of export opportunities with above country's average complexity (25%). These numbers show that only 1 in every 4 dollars of export opportunities is in potential new economic activities with above country's average complexity. New products with below average complexity are, thus, more likely to attract entrepreneurs, perpetuating the low complexity of the country's product mix.

Table 1. Potential new products related to those already produced by countries in Myanmar

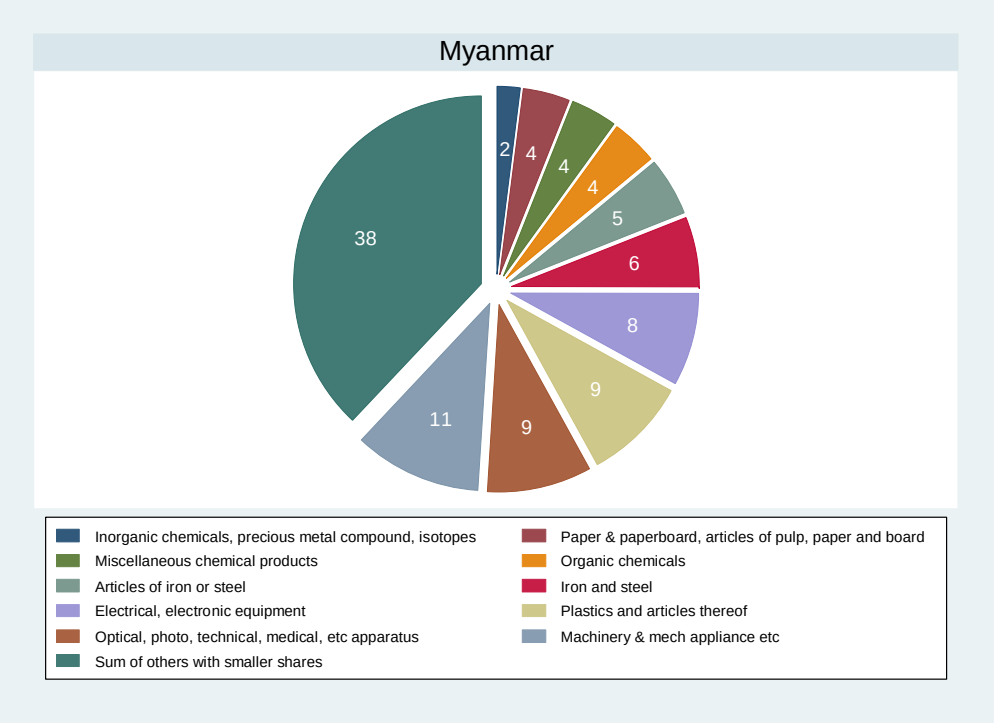
Number of existing products	Number of potential new products for emulation	Percentage of potential new products with above country's average complexity	Percentage of export opportunities with above country's average complexity
1 724	2 604	64%	25%

Source: Authors based on data from the United Nations Commodity Trade Statistics Database.

The government of Myanmar thus has a role to play in nudging the discovery process towards the new products that have higher complexity. Successful diversification towards these new products will generate the new capabilities that will increase the country's productive capacity. They will also facilitate the process of diversification towards other products with higher complexity. This process of increasing product complexity, and consequently increasing productive capacity, has a social benefit of facilitating future diversification and further economic growth. Such benefits are not quantifiable a priory and, thus, cannot be captured by the private entrepreneur. The society will benefit if a larger proportion of entrepreneurs take their chances in those products of higher complexity, but that benefit is not internalized by the entrepreneurs themselves, thus the diversification towards those products is likely to be below the optimum social level. The government should, therefore, support and facilitate through selective policies, including industrial and trade policies and infrastructure development, the diversification towards those new products of above average complexity and that have high demand. The reduced numbers of diversification opportunities that meet the above criteria indicate that these selective policies should be targeted.

Figure 4 shows the potential new industries with above average complexity and with higher shares of export opportunities. The top five industries are machinery and mechanical appliances (11%); optical, photo, technical, medical, etc (9%); plastic and articles thereof (9%); electrical and electronic equipment (8%); iron and steel (6%). The complete list of potential products disaggregated by unit price is presented in the Annex. Such a list of potential products could serve as a public good that could be made available to the private sector. It reduces the cost of discovery of potential successful new economic activities by informing entrepreneurs of the new products that require productive capacities similar to those already available in the country. It also could guide the government in identifying factors that could facilitate or prevent the process of discovery of these new economic activities by the business sector, such as infrastructure or human capacity bottlenecks.

Figure 4. New industries to target for FDI based on export opportunities, (percentage)



Source: Authors based on data from the United Nations Commodity Trade Statistics Database.

VII. CONCLUSIONS

Ensuring the evolution of the productive structure within an economy is central to facilitating inclusive development. The model presented in this paper shows that the shift in employment towards more productive activities can help boost productivity whilst simultaneously reducing inequality. Developing productive capacities plays a key role in this, which goes hand-in-hand with the movement into increasingly diversified economic activities. This is particularly true of those products of higher complexity. Developing countries have what can be seen as an advantage in this regard, as the process of diversification need not be characterized by innovation and pushing the boundaries of the global technological frontier, but by the emulation of more developed countries. This way, Myanmar can focus on an actionable strategy that supports this movement towards more complex products by creating an enabling environment for the operation of business and trade, with particular focus on the areas of above average complexity. Developing countries are typically characterized by large productivity and wage gaps between modern and traditional sectors and the structural shift facilitated by strategic diversification will help close these gaps within countries, along with the development gaps between countries.

Whilst Myanmar has enjoyed an increase in its terms of trade over recent years, it is necessary for policy-makers to think in the long-term, beyond the commodity boom, to what would happen should commodity prices collapse in an environment where non resource-based sectors have long been neglected. Undoubtedly there is a need for economic transformation, Myanmar's growth having been propped up for years by these improved terms of trade, which in itself is not an effective long-term, sustainable strategy. When coupling this with an opening

economy, the implications regarding imports and demand for domestic goods are vast, not to mention the dangers of volatile capital flows to macroeconomic stability. Thus, it can be seen that the challenges are extensive. Yet despite these inherent risks there are also advantages that Myanmar can exploit in order to position itself strategically in the changing global environment. Not only in terms of its rich natural resource endowments or its geographic positioning between two of the largest and fastest growing economies in the world, but also in terms of the benefits it can reap given a carefully planned and executed strategy in this era of economic transformation.

In their paper on adaptive growth, Metcalfe et al. (2006) posit three interconnected processes that determine the path of transformation; investment and induced productivity growth, which in the context of the model presented in this paper is the same as economic diversification; the dynamics of demand growth; and the constraint of capital market coordination. In the past, all of these processes were inhibited in Myanmar by its particular economic conditions. Domestic and foreign investment was limited by lack of domestic savings and sanctions respectively, demand was similarly affected by sanctions in that some of the world's largest markets were inaccessible, and capital flows largely didn't meet demand with many key sectors being starved of capital. Yet with the newly reform-minded government, the potential to eliminate these obstacles on the path to growth is substantial.

The analysis presented in this paper has identified specific key sectors in which Myanmar could aim to direct investment in order to best aid the economic transformation that will achieve maximum development gains. A key point to emphasize is that the state's role is to foster economic activity, productive growth and job creation. It can achieve that by nudging potential investors into new and more productive sectors.

Through targeted industrial, infrastructure, trade and private sector development policies, the state can attract investors whilst simultaneously guiding them towards the activities that will best suit Myanmar's long-term development. By making the product-list put forward by this paper publicly available, discovery costs will be reduced and investment that mutually benefits investors and the people of Myanmar will best be facilitated.

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ANNEX 1

Table: Top export opportunities of potential new products by HS sector

(HS) Description, price range	Export opportunity (US$ Million)	top1	top2	top3	top4	top5
(020714) Cuts & edible offal of species Gallus domesticus, frozen, $1-3	238.7	HK 57.2	CN 45.5	RU 23.1	JP 21.9	UA 17.9
(040130) Milk & cream, not concentrated/sweetened, fat content by wt. >6%, $1-3	11.8	SE 1.5	RU 1.3	PL 1	CN .9	KR .7
(040310) Yogurt, $1-4	22.6	NL 3.1	SK 2.8	IT 1.8	AT 1.4	US 1.1
(040610) Fresh (unripened/uncured) cheese, incl. whey cheese, & curd, $0-3	36.4	GB 11.7	IT 5.2	BE 4.5	PL 2	CZ 1.4
(040610) Fresh (unripened/uncured) cheese, incl. whey cheese, & curd, $3-7	51.6	JP 9.1	FR 8.2	IT 5.4	RU 2.9	NL 2.6
(040630) Processed cheese, not grated/powdered, $3-7	27.3	BE 3.6	GB 3.1	SA 2.8	UA 1.4	LB 1.3
(060390) Cut flowers & flower buds of a kind suit. for bouquets/ornamental purps., d ..., $4-13	9.6	DE 4.5	FR 2.3	BE .5	IE .4	PL .2
(070490) Cabbages, kohlrabi, kale & sim. edible brassicas (excl. cauliflowers, heade ..., $0-1	6.8	RU 1.6	NL .8	CA .5	LT .5	FR .4
(070610) Carrots & turnips, fresh/chilled, $0-1	11.5	RU 5.1	TH .7	PL .4	MY .4	BE .4
(080232) Walnuts, shelled, $5-10	10.7	TR 1.8	KR 1.8	DE 1	ES .9	IL .8
(080510) Oranges, fresh/dried, $0-1	59.4	RU 9.6	JP 6.8	HK 6.5	UA 5.3	NL 4.8
(080620) Grapes, dried, $1-3	24.4	GB 3.4	NL 3.4	DE 2.9	CA 2.3	AU 1.9
(080920) Cherries, fresh, $1-7	18.9	HK 5.3	CA 2.4	RU 2	CN 1.9	US 1.8
(080940) Plums & sloes, fresh, $0-2	7.6	NL 2.2	RU 1.4	CN 1.1	BR .8	HK .3
(081190) Fruit & nuts, n.e.s., uncooked/cooked by steaming/boiling in water, frozen, ..., $1-3	16.2	US 5.5	NL 1.9	BE 1.3	AT .9	FR .8
(100620) Husked (brown) rice, $0-2	36.5	GB 7.3	NL 4.9	KR 3.9	IT 2.8	FR 2.3
(110812) Maize (corn) starch, $0-1	9.3	GB 1.8	NL 1.4	MY .7	MX .6	ET .5
(110813) Potato starch, $0-1	7.4	NL 2.1	DE .9	KR .6	BE .5	TH .3
(150790) Soya bean oil, other than crude, & fractions thereof , whether or not ref. ..., $1-2	40.8	BE 4.2	DE 3.2	CA 3	CO 2.3	MX 2.2
(150990) Olive oil (excl. crude & virgin) & fractions thereof , whether or not ref. ..., $2-6	5.4	RU 1.6	DE .8	IN .5	VE .5	MA .2
(151219) Sunflower seed/safflower oil, other than crude, & fractions thereof , wheth ..., $1-2	63.1	BE 10	GB 6.8	FR 6.2	ZW 5.3	NL 3.1
(151790) Edible mixts./preps. of animal/veg. fats/oils/fractions of diff. fats/oils ..., $0-1	23.7	CL 6.8	PL 1.5	CZ 1.1	KE 1	DE 1
(151790) Edible mixts./preps. of animal/veg. fats/oils/fractions of diff. fats/oils ..., $1-4	62.9	FR 9.5	UA 8.9	US 7.8	CA 4	NL 3.2
(151800) Animal/veg. fats & oils & fractions thereof , boiled/oxidised/dehydrated/su ..., $0-0	48.4	PH 8.2	AF 5.6	MX 4	ES 3.6	AT 3.5
(160232) Prepared/presvd. preps. of fowls of the genus Gallus domesticus (excl. homo ..., $0-2	27.5	DE 12	HK 6.8	MX 2.1	CO 1.6	CL .5
(160232) Prepared/presvd. preps. of fowls of the genus Gallus domesticus (excl. homo ..., $2-6	89.3	GB 20.4	NL 17.1	JP 12.7	FR 3.9	DK 3.2
(180500) Cocoa powder, not cont. added sugar/oth. sweetening matter, $3-5	47.7	US 9.1	CN 3.4	DE 2.9	AR 2.7	UA 2.7
(180610) Cocoa powder, cont. added sugar/oth. sweetening matter, $2-7	5.8	US 1.7	CA .6	FR .6	GB .3	DE .3
(180620) Chocolate & oth. food preps. cont. cocoa (excl. of 1803.10-1806.10), in blo ..., $0-2	7.9	DE 2.5	CZ 1.1	AZ .5	PL .5	EG .4
(180620) Chocolate & oth. food preps. cont. cocoa (excl. of 1803.10-1806.10), in blo ..., $2-6	84.4	US 27.2	FR 9.7	GB 8.7	SA 6.7	MX 4.7
(180631) Chocolate & oth. food preps. cont. cocoa, in blocks/slabs/bars, weighing 2k ..., $0-4	21.6	UA 4.9	CA 3.3	GB 1.6	SE 1.2	RO .8
(180632) Chocolate & oth. food preps. cont. cocoa, in blocks/slabs/bars, weighing 2k ..., $0-4	22.7	FR 6.7	ES 2.8	US 2.7	SK 1.5	DE .9
(180632) Chocolate & oth. food preps. cont. cocoa, in blocks/slabs/bars, weighing 2k ..., $4-10	39.0	GB 5	CA 2.9	US 2.8	DE 2.7	RU 2.5
(190120) Mixes & doughs for the preparation of bakers' wares of 19.05, $1-3	29.7	US 9.8	ES 2.3	IT 1.9	RU 1.7	CA 1.6
(190190) Malt extract; oth. food preps. of flour/groats/meal/starch/malt extact [see ..., $4-8	32.7	CN 13	TH 6.1	GB 3	MY 2.7	SN 1.7
(190211) Uncooked pasta, not stuffed/othw. prepd., cont. eggs, $1-3	7.3	GB 1.7	DE 1.2	KR .8	NL .3	PL .3
(190220) Stuffed pasta, whether or not cooked/othw. prepd., $2-5	11.4	DE 3.3	GB 1.4	FR .9	IT .6	PT .6
(190410) Prepared foods obt. by the swelling/roasting of cereals/cereal prods., $4-8	10.0	IT 4	CH 1.1	GR .8	BE .6	ES .6
(190420) Prepared foods obt. from unroasted cereal flakes/mixts. of unroasted cereal ..., $2-5	14.5	US 4.2	CA 1.9	NL .9	CN .6	DE .6
(190531) Sweet biscuits, $5-9	5.9	CN 1.4	DK .5	HK .4	FI .3	EG .3
(190532) Waffles & wafers, $6-11	19.0	FR 6.4	SA 3.2	AT 1.9	RU 1.4	PL .9
(190540) Rusks, toasted bread & sim. toasted prods., $1-4	7.7	ES 1.1	GB 1	PT .5	FR .4	RO .4
(200110) Cucumbers & gherkins, prepd./presvd. by vinegar/acetic acid, $1-2	7.2	NL 1.5	US 1.1	FR .8	ES .7	PL .4
(200210) Tomatoes, prepd./presvd. othw. than by vinegar/acetic acid, whole/in pieces ..., $0-2	26.5	GB 10.4	FR 2.2	JP 1.6	BE 1.4	AU 1.4
(200310) Mushrooms of the genus Agaricus, prepd./presvd. othw. than by vinegar/aceti ..., $1-3	7.9	DE 4.4	GR .5	PT .4	BE .4	NL .3
(200949) Pineapple juice (excl. of 2009.41), unfermented & not cont. added spirit, w ..., $1-2	12.7	US 4.4	NL 2.9	ES 1	CA .6	IL .6
(200971) Apple juice, of a Brix value not >20, unfermented & not cont. added spirit, ..., $0-1	9.2	NL 2.1	FR 1.5	CA 1.3	DE 1.2	ME .6
(200979) Apple juice (excl. of 2009.71), unfermented & not cont. added spirit, wheth ..., $0-1	24.8	US 10.1	RU 7.3	ZA 1.2	UA 1	AT .7
(210112) Preparations with a basis of extracts/essences/concs. of coffee/with a basi ..., $3-12	19.3	NL 1.9	GB 1.9	DE 1.8	LV 1.1	DK 1
(210330) Mustard flour & meal & prepd. mustard, $1-4	6.0	US 1.4	SE .7	GB .6	NL .4	RU .3
(210420) Homogenised composite food preps., $2-6	11.6	GB 6.2	ES 1	RU .5	PL .4	PA .3
(210500) Ice cream & oth. edible ice, whether or not cont. cocoa, $0-2	20.0	GB 3.6	IE 3.3	GR 2.2	DE 1.4	AT 1.3
(210610) Protein concs. & textured protein subs., $2-10	15.4	IE 2	NL 1.7	US 1.4	DO .7	AU .7
(220290) Non-alcoholic beverages other than waters of 2202.10 (not incl. fruit/veg. ..., $2-4	20.2	FR 4.9	DE 4.3	GR 1.5	BE .9	US .9
(220421) Wine other than sparkling wine of fresh grapes, incl. fortified; grape must ..., $8-15	15.2	SE 2.3	KR 2	SK 1.7	CA 1.3	MY 1.1
(230800) Vegetable mats./waste/residues/by-prods., whether or not in pellets, of a k ..., $0-2	8.4	NL 3.9	DE .8	MY .6	DK .5	PT .4
(250510) Silica sands & quartz sands, whether or not coloured, $0-0	11.0	SG 5.1	CA 1.2	MX .9	RU .6	DZ .3
(250510) Silica sands & quartz sands, whether or not coloured, $0-1	5.9	US 1.7	VE .5	PH .3	JP .3	IN .3
(250700) Kaolin & oth. kaolinic clays, whether or not calcined, $0-0	15.2	BE 3.2	CN 2.9	DE 2.4	FI 1.5	IT 1.1
(251990) Fused magnesia; dead-burned (sintered) magnesia, whether or not cont. small ..., $0-2	25.1	DE 5.9	AT 2.3	IN 1.8	UA 1.7	BE 1.6
(271220) Paraffin wax cont. by wt. <0.75% of oil, $1-4	37.2	US 12.1	MX 8.4	NL 3.3	PL 1.5	TH 1.1
(271290) Micro-crystalline petroleum wax, slack wax, ozokerite, lignite wax, peat wa ..., $1-4	22.7	MX 4.5	NL 3	ZA 2.2	IN 1.7	BR 1.5
(271500) Bituminous mixts. based on nat. asphalt/nat. bitumen/petroleum bitumen/min. ..., $0-0	49.7	CN 29.9	CA 4.1	CL 2.3	LB 2.1	IE 1
(271500) Bituminous mixts. based on nat. asphalt/nat. bitumen/petroleum bitumen/min. ..., $0-3	12.8	NL 5.4	DO 2.7	EG .4	BO .4	CN .3

Source: Authors based on data from the United Nations Commodity Trade Statistics Database (COMTRADE).
Notes: Price range is based on 2010 trade data (CIF). The two letter country codes follow ISO 3166-1 alpha-2 codes, which are listed at
http://www.iso.org/iso/country_codes/iso_3166_code_lists/country_names_and_code_elements.htm

Table: Top export opportunities of potential new products by HS sector (cont.)

(HS) Description, price range	Export opportunity (US$ Million)	top1	top2	top3	top4	top5
(280300) Carbon (carbon blacks & oth. forms of carbon, n.e.s.), $0-1	40.3	US 5.8	TR 5.4	ES 4.8	PL 3.9	TH 3.6
(280700) Sulphuric acid; oleum, $0-4	25.4	PH 11.3	US 3.4	NA 2.6	CL 1.2	VE 1.1
(280920) Phosphoric acid & polyphosphoric acids, whether or not chemically defined, $0-4	168.7	IN 85.8	PK 31.3	FR 11.2	TR 7.2	SA 6.1
(281122) Silicon dioxide, $0-1	22.8	DE 2	ES 1.9	JP 1.7	MX 1.7	CA 1.7
(281122) Silicon dioxide, $1-8	12.8	US 2.7	PL 1.6	MY .9	VN .7	CN .6
(281511) Sodium hydroxide (caustic soda), solid, $0-3	6.5	VN .8	NG .8	BY .6	GB .4	NP .3
(281512) Sodium hydroxide (caustic soda), in aqueous solution (sida lye/liquid soda) ..., $0-4	38.6	US 16	JM 4.4	CA 3	IT 2.9	CL 2.8
(281820) Aluminium oxide (excl. art. corundum), $0-5	16.0	NL 6	KR 2.9	MY 2.7	IN 1.1	PL .8
(282110) Iron oxides & hydroxides, $1-3	17.8	US 7.9	DE 2.2	IN .9	JP .9	BE .8
(282739) Chlorides of inorganic acids & metals (excl. of 2827.10-2827.36), $0-1	7.8	FR 1.9	CA .6	GB .6	MY .6	CH .6
(283311) Disodium sulphate, $0-6	6.4	EG .8	CZ .7	VN .6	CO .6	VE .4
(283329) Sulphates (excl. of 2833.21-2833.27), $0-6	15.8	US 3.4	BR 2.6	MX .6	NL .6	PK .5
(283620) Disodium carbonate, $0-1	25.7	KR 4.1	VE 3.8	TH 2.5	EG 1.5	VN 1.3
(283630) Sodium hydrogencarbonate (sodium bicarbonate), $0-2	6.6	SE 1	FR .9	BE .5	EG .4	GB .3
(283640) Potassium carbonates, $1-4	5.5	EG .4	GB .4	CH .4	MY .4	US .3
(283650) Calcium carbonate, $0-1	9.1	NL 3.3	VE 1.2	IN 1	PH .3	SE .3
(283699) Carbonates (excl. of 2836.10-2836.92); peroxocarbonates (percarbonates), $0-7	10.5	ES 2.1	US 1.7	DE 1.1	BR .6	EG .5
(284440) Radioactive elements & isotopes & comps. (excl. of 2844.10/2844.20/2844.30) ..., $125-1	6.4	SG 2.3	MY .6	BE .5	AR .3	TH .3
(285100) Inorganic comps. (incl. distilled/conductivity water & water of sim. purity ..., $0-2	7.0	HU 1.3	KR 1.1	FR 1.1	ES .7	MO .5
(285100) Inorganic comps. (incl. distilled/conductivity water & water of sim. purity ..., $2-32	5.3	QA 1.2	BS .8	KR .6	CN .4	MY .3
(290129) Unsaturated acyclic hydrocarbons (excl. of 2901.21-2901.24), $1-15	7.0	FR 1.4	CA .9	ES .8	US .7	SG .7
(290330) Fluorinated/brominated/iodinated derivs. of acyclic hydrocarbons, $5-19	9.5	NL 2.4	CA 1.9	IT 1.6	VE 1.2	SG .4
(290512) Propan-1-ol (propyl alcohol) & propan-2-ol (isopropyl alcohol), $1-6	5.9	IL .9	VE .8	MY .7	SG .6	RU .4
(290519) Saturated monohydric alcohols (excl. of 2905.11-2905.17), $2-10	13.2	NL 6.5	JP 2.1	MX .8	IL .6	CH .6
(290532) Propylene glycol (propane-1,2-diol), $1-3	11.9	NL 2.9	RU 1.5	SE .9	CH .9	JP .7
(290545) Glycerol other than crude, $0-3	17.2	US 2.7	JP 1.8	FR 1.7	RU 1.3	BE 1.2
(290919) Acyclic ethers other than diethyl ether, & their halogenated/sulphonated/ni ..., $1-16	19.1	GB 8.1	ES 5.2	JP 1.7	FR .9	IN .6
(290949) Ether-alcohols & their halogenated/sulphonated/nitrated/nitrosated derivs. ..., $1-6	10.9	JP 2.5	ES 1.6	BE 1.2	SG .6	RU .6
(291539) Esters of acetic acid (excl. of 2915.31-2915.35), $1-8	12.5	IN 1.8	NL 1.7	CH 1.3	BR 1	SG 1
(291590) Saturated acyclic monocarboxylic acids & their anhydrides, halides, peroxid ..., $2-10	16.2	NL 5.6	IN 1.8	ES 1.1	BE 1	GB .9
(291639) Aromatic monocarboxylic acids, their anhydrides, halides, peroxides, peroxy ..., $6-31	6.3	IT 1.1	IN .7	DE .6	JP .6	KR .5
(291739) Aromatic polycarboxylic acids, their anhydrides, halides, peroxides, peroxy ..., $1-7	11.6	NL 2.3	US 1.5	DE 1.3	HK 1.1	CN .9
(291814) Citric acid, $1-5	27.0	US 9.3	MX 4.4	FR 3.8	DE 2.6	IT 1
(291815) Salts & esters of citric acid, $1-9	9.4	US 2.8	IT 1.6	FR .9	NL .7	GB .5
(292090) Esters of inorganic acids of non-metals (excl. esters of hydrogen halides) ..., $2-15	11.4	US 3.8	IN 2.8	KR 1	SG .8	IL .5
(292219) Amino-alcohols other than those cont. > one kind of oxygen function (excl. ..., $0-4	7.4	DE 1.3	CN 1.3	TR 1	BR .6	SG .5
(292219) Amino-alcohols other than those cont. > one kind of oxygen function (excl. ..., $4-77	15.3	US 3.5	IT 2.7	CA 2.7	FR 1.2	CN 1.1
(292249) Amino-acids, other than those cont. > one kind of oxygen function, & their ..., $3-37	16.8	EG 2.4	BE 1.7	JP 1.6	IN 1.5	DE 1
(292250) Amino-alcohol-phenols, amino-acid-phenols & oth. amino-comps. with oxygen f ..., $3-121	15.8	IT 3.6	IN 3.5	CH 1.2	EG 1.1	JP 1.1
(292320) Lecithins & oth. phosphoaminolipids, $1-8	6.7	NL 2.4	IT 1.4	US .3	VN .3	UA .3
(292390) Quaternary ammonium salts & hydroxides; lecithins & oth. phosphoaminolipids ..., $2-20	7.6	US 1.7	DE 1.5	CA .6	IT .5	CN .4
(292419) Acyclic amides (incl. acyclic carbamates) other than meprobamate (INN) & th ..., $0-2	9.1	JP 3.6	BR .9	FR .7	AT .7	IN .6
(292419) Acyclic amides (incl. acyclic carbamates) other than meprobamate (INN) & th ..., $2-18	11.6	FR 1.7	BE 1.5	ES 1.2	KR 1.1	CN 1.1
(292429) Cyclic amides (incl. cyclic carbamates) & their derivs. (excl. of 2924.21-2 ..., $9-73	33.7	FR 10.5	US 8.6	KR 3.7	CN 2.4	IT 1.4
(292800) Organic derivs. of hydrazine/of hydroxylamine, $3-32	5.5	ES 1.4	CA 1.4	IN .5	FR .5	AT .3
(293090) Organo-sulphur comps. (excl. of 2930.10-2930.40), $0-4	90.1	FR 37.4	US 11.7	CN 7.5	BE 7.3	IN 3.9
(293090) Organo-sulphur comps. (excl. of 2930.10-2930.40), $4-30	45.3	BR 9.3	DE 6.7	CN 6.3	CH 4.4	KR 1.7
(293100) Organo-inorganic comps., n.e.s. in Ch.29, $3-19	74.0	AR 18.8	BR 7	US 6.4	NL 6.1	JO 4.5
(293299) Heterocyclic comps. with oxygen hetero-atom(s) only (excl. of 2932.11-2932. ..., $16-147	13.9	BE 3.2	JP 2.6	IN 1.7	KR 1.4	IT .8
(293339) Heterocyclic comps. cont. an unfused pyridine ring (whether or not hydrogen ..., $19-361	37.5	BR 9.6	BE 8.7	ES 8.1	VE 2	JP 1.7
(293359) Heterocyclic comps. cont. a pyrimidine ring (whether or not hydrogenated)/p ..., $27-330	42.2	US 9.4	CA 8.7	BR 5.7	IN 4.8	JP 1.4
(293399) Heterocyclic comps. with nitrogen hetero-atom(s) only (excl. of 2933.11-293 ..., $0-23	31.4	BR 4	GB 3.7	US 3	CA 2.9	DE 2.7
(293399) Heterocyclic comps. with nitrogen hetero-atom(s) only (excl. of 2933.11-293 ..., $23-285	36.4	GB 5.6	CN 5.3	BR 4.9	MX 3.1	IE 2.3
(293499) Nucleic acids & their salts, whether or not chemically defined, n.e.s.; het ..., $0-20	24.2	US 9.1	AT 1.7	KR 1.6	EG 1.4	BE 1.4
(293627) Vitamin C & its derivs., $8-24	39.8	JP 8.5	DE 4.1	KR 2.5	IT 2.3	FR 2.2
(293690) Provitamins & vitamins, nat./reproduced by synthesis (incl. nat. concs.), d ..., $9-44	8.1	AT .7	RU .5	BR .5	DK .4	BE .4
(294000) Sugars, chemically pure, other than sucrose, lactose, maltose, glucose&fruc ..., $3-33	6.2	GB .9	CH .8	SE .5	BE .5	CN .4
(294190) Antibiotics & their derivs. (excl. of 2941.10-2941.50); salts thereof, $43-442	72.9	IN 14	JP 10.9	FR 10	BE 9.8	EG 4.1
(294200) Organic comps. n.e.s. in Ch.29, $0-6	5.4	GB 1.2	RO 1.1	US .5	DE .5	ZM .4
(294200) Organic comps. n.e.s. in Ch.29, $6-102	28.3	IN 23.2	CA .7	KR .7	IT .7	MY .4
(300220) Vaccines for human medicine, $121-907	206.4	FR 40.9	NL 23	GB 20.6	ES 14.5	BE 10.7
(300230) Vaccines for veterinary medicine, $38-195	33.9	CN 4.7	BR 3.6	DE 3.2	EG 1.4	BE 1.4
(300432) Medicaments cont. corticosteroid hormones, their derivs. & structural analo ..., $0-61	8.4	US 2.7	VE .9	SE .7	FR .6	ES .4
(300440) Medicaments cont. alkaloids/derivs. thereof but not cont. hormones/oth. pro ..., $34-338	51.7	RU 8.8	UA 8.7	US 7	FR 5.7	EG 2.4
(300510) Adhesive dressings & oth. arts. having an adhesive layer, $13-45	35.2	US 8.7	DE 4	NL 3.6	IT 3	BE 2.7
(300610) Sterile surgical catgut, sim. sterile suture mats. & sterile tissue adhesiv ..., $60-366	21.5	BE 4.8	US 4	CN 2.4	PL 1	AU 1
(300630) Opacifying preps. for X-ray examinations; diagnostic reagents designed to b ..., $43-272	40.2	US 10.9	DE 6.8	JP 3.7	KR 2.2	CH 1.6

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Notes: Price range is based on 2010 trade data (CIF). The two letter country codes follow ISO 3166-1 alpha-2 codes, which are listed at
http://www.iso.org/iso/country_codes/iso_3166_code_lists/country_names_and_code_elements.htm

Table: Top export opportunities of potential new products by HS sector (cont.)

(HS) Description, price range	Export opportunity (US$ Million)	top1	top2	top3	top4	top5
(310100) Animal/veg. fertilisers, whether or not mixed together/chemically treated; ..., $0-4	7.1	US .9	IT .7	PT .5	MA .4	IR .3
(310221) Ammonium sulphate, $0-1	38.9	BR 11.9	PH 4	MY 3.2	FR 2.5	MX 2.1
(310520) Mineral/chem. fertilisers cont. the 3 fertilising elements nitrogen, phosph ..., $0-0	94.8	UA 19.8	PY 11.7	GB 6.2	BR 6.1	FR 5.2
(310590) Mineral/chem. fertilisers cont. 2/3 of the fertilising elements nitrogen, p ..., $0-0	25.8	BR 2.8	ZM 2.3	PK 2.2	IN 2	CA 2
(310590) Mineral/chem. fertilisers cont. 2/3 of the fertilising elements nitrogen, p ..., $0-3	27.4	US 4.7	MX 4.4	EG 2.1	AR 1.9	AU 1.4
(320300) Colouring matter of veg./animal origin (incl. dyeing extracts. excl. animal ..., $6-36	11.2	MX 1.9	NL 1	GB 1	ES .9	US .7
(320412) Acid dyes, whether or not premetallised, & preps.based thereon; mordant dye ..., $0-6	6.4	PL 1.3	CN 1.1	ES .7	TR .4	AR .3
(320417) Pigments & preps. based thereon, $0-6	21.9	DE 6.4	BE 3.7	EG 3.1	SE .9	MY .8
(320417) Pigments & preps. based thereon, $6-17	31.9	US 10.2	JP 4.5	BR 4.1	IN 1.9	BE 1.2
(320419) Synthetic organic colouring matter & preps. based thereon as spec. in Note ..., $0-5	6.4	HU 1.5	BR .8	ES .7	PK .4	IN .3
(320619) Pigments & preps. based on titanium dioxide other than those cont. 80%/more ..., $0-2	9.9	DE 2.5	BE 2.1	IR 1.1	IT .7	US .4
(320619) Pigments & preps. based on titanium dioxide other than those cont. 80%/more ..., $2-10	9.5	RU 1.7	IT 1.2	FR 1.1	US .8	JP .7
(320649) Colouring matter & oth. preps. as spec. in Note 3 to Ch.32, n.e.s. in Ch.32 ..., $0-2	14.5	MX 2.6	DE 2.2	GB 1.1	IN 1.1	PL .8
(320649) Colouring matter & oth. preps. as spec. in Note 3 to Ch.32, n.e.s. in Ch.32 ..., $2-12	17.7	US 5.6	CN 1.9	RU 1.5	IT 1.4	EG 1.2
(320710) Prepared pigments, prepd. opacifiers, prepd. colours & sim. preps., $0-4	9.3	EG 2.1	PL 1.5	IN 1.1	TR .9	IT .8
(320710) Prepared pigments, prepd. opacifiers, prepd. colours & sim. preps., $4-21	6.7	FR 1.1	EG .8	DE .8	NL .6	RU .5
(320720) Vitrifiable enamels & glazes, engobes (slips) & sim. preps., $1-20	9.6	EG 4.9	CN 1.1	RU .4	GT .3	BR .3
(320740) Glass frit & oth. glass, in the form of powder/granules/flakes, $1-10	9.7	KR 3.4	EG 2.8	US 1.1	CN .6	UA .4
(320990) Paints & varnishes (incl. enamels & lacquers) based on synth. polymers/chem ..., $9-19	5.7	DE 1.6	ES .9	KR .4	MY .2	CN .2
(321290) Pigments (incl. metallic powders & flakes) dispersed in non-aqueous media/i ..., $0-4	10.4	DE 5.4	GB .6	CH .5	CN .5	US .3
(321590) Writing/drawing ink & oth. inks, other than printing ink, whether or not co ..., $57-130	70.0	ES 15.4	GB 14.4	FR 11.6	NL 9.8	DE 9.4
(330290) Mixtures of odoriferous subs. & mixts., incl. alcoholic solutions, with a b ..., $28-57	14.2	DE 5.4	PL 1.5	VE 1.2	EG 1	CN .9
(330420) Eye make-up preps., $0-16	6.6	AU 1.4	DE .8	VE .3	EC .3	RU .3
(330530) Hair lacquers, $3-9	10.5	GB 1.7	UA 1.7	NL 1	BE .8	CZ .6
(330690) Preparations for oral/dental hygiene, incl. denture fixative pastes & powde ..., $3-24	13.4	PL 1.4	ES 1.1	BE 1.1	RU .8	JP .7
(330749) Preparations for perfuming/deodorizing rooms other than agarbatti & oth. od ..., $13-27	5.9	IT 1.4	CH .6	FR .5	MX .5	JP .3
(340211) Anionic surface-active agents, whether or not PURS, $0-1	15.2	FR 2.3	RU 2.2	US 1.6	MY 1.3	AU 1.1
(340211) Anionic surface-active agents, whether or not PURS, $1-3	29.5	CA 5.6	PK 2.9	CN 2.5	UA 2.1	BR 1.9
(340213) Non-ionic surface-active agents, whether or not PURS, $5-9	5.8	EG 1.9	LU .7	DE .7	CN .5	ES .4
(340219) Organic surface-active agents, whether or not PURS (excl. of 3402.11-3402.1 ..., $1-6	7.9	NL 1.3	PL .8	RU .6	NO .5	AU .3
(340319) Lubricating preps. cont. petroleum oils/oils obt. from bituminous mins., ot ..., $0-3	33.7	FR 4.8	CA 4.8	RU 3.5	AT 2.7	BE 2.2
(340490) Artificial waxes & prepd. waxes (excl. of 3404.10 & 3404.20), $0-2	15.1	CN 3.6	DE 2.7	GB 1.5	MX 1.3	IT .9
(340490) Artificial waxes & prepd. waxes (excl. of 3404.10 & 3404.20), $2-7	12.7	CN 2.4	FR 1.4	NL 1.3	JP 1	US .8
(340590) Polishes & creams, scouring pastes & powders & sim. preps. (excl. waxes of ..., $3-11	7.0	SG 2.5	FR 1.1	CN .6	IL .6	NL .2
(340700) Modelling pastes, incl. those put up for children's amusement; preps. known ..., $3-21	13.0	US 7.1	IT 1.3	CN .7	RU .7	FR .5
(350300) Gelatin, incl. gelatin in rect. (incl. square) sheets, whether or not surfa ..., $0-4	9.2	DE 1.8	NG 1.7	NL .8	BE .5	HU .5
(350300) Gelatin, incl. gelatin in rect. (incl. square) sheets, whether or not surfa ..., $4-9	12.6	US 5.4	TR 1.1	DK .7	RO .5	PE .4
(350510) Dextrins & oth. modified starches, $0-3	27.2	US 2.6	BE 2.4	TR 2.4	FR 2.1	UA 2
(350790) Prepared enzymes, n.e.s., other than rennet & concs. thereof, $0-6	26.5	US 9.4	DK 2.5	ES 1.6	BR 1.1	MY 1.1
(360300) Safety fuses; detonating fuses; percussion/detonating caps; igniters; elec. ..., $16-87	17.3	US 7.6	AU 2.5	CA 1.3	CN .8	CL .7
(370130) Photographic plates & film in the flat (excl. film for X-rays, instant prin ..., $7-8	26.8	CN 6.8	KR 4.2	BR 3.8	AU 2.1	EG 1.3
(380290) Activated nat. min. prods. other than of activated carbon; animal black, in ..., $0-0	7.7	TH 1.3	UA 1.2	RU .6	DE .6	AT .5
(380290) Activated nat. min. prods. other than of activated carbon; animal black, in ..., $0-2	6.7	GB 1	CN 1	UA .6	NL .5	TH .5
(380610) Rosin & resin acids, $1-5	19.7	JP 3.3	PT 2.7	IN 2.5	KR 2.4	NL 1.8
(380820) Fungicides, put up in forms or packings-RS/as preps./arts., $5-18	102.6	FR 20.7	DE 10.7	GB 10.6	BR 9.3	CA 5.6
(380830) Herbicides, anti-sprouting prods. & plant-growth regulators, put up in form ..., $0-4	77.9	CA 17.7	BR 9.5	TH 6.1	US 5.4	AU 3.8
(380830) Herbicides, anti-sprouting prods. & plant-growth regulators, put up in form ..., $4-17	114.2	DE 20.5	UA 14.6	FR 7.7	BR 6.9	RU 6.8
(380991) Finishing agents, dye carriers to accelerate the dyeing/fixing of dyestuffs ..., $0-1	16.0	CA 5.4	HU 1.4	IT 1	BE .9	JP .7
(380991) Finishing agents, dye carriers to accelerate the dyeing/fixing of dyestuffs ..., $1-4	16.0	JP 6.6	IN 2.5	EG .7	RU .6	TH .6
(380992) Finishing agents, dye carriers to accelerate the dyeing/fixing of dyestuffs ..., $1-3	6.2	US 1.9	IT .9	IN .8	UA .3	VE .2
(381090) Fluxes & oth. auxiliary preps. for soldering/brazing/welding; preps. of a k ..., $2-16	6.2	CN 1.2	SG 1.1	IN .7	UA .5	TH .4
(381190) Oxidation inhibitors, gum inhibitors, viscosity improvers, anti-corrosive p ..., $0-2	17.4	SE 2.8	DE 2	AT 1.9	MX 1.6	US 1
(381190) Oxidation inhibitors, gum inhibitors, viscosity improvers, anti-corrosive p ..., $2-8	32.0	RU 2.7	KR 2.2	SG 2.2	QA 2	NL 1.7
(381230) Anti-oxidising preps. & oth. compound stabilisers for rubber/plastics, $0-2	10.3	TH 1.5	EG .9	HK .8	IN .7	UA .5
(381230) Anti-oxidising preps. & oth. compound stabilisers for rubber/plastics, $2-7	30.2	RU 6.8	DE 3.2	US 2.9	BE 1.9	KR 1.6
(381519) Supported catalysts other than those with nickel/nickel comps./precious met ..., $0-5	14.2	CA 4.2	BE 1.5	GB 1.4	OM 1.4	SG 1.2
(381519) Supported catalysts other than those with nickel/nickel comps./precious met ..., $5-29	54.1	CN 13.3	KR 11.3	IN 4.7	VE 3.7	MX 2.9
(381590) Reaction initiators, reaction accelerators & catalytic preps. (excl. of 381 ..., $0-4	14.4	AU 1.9	VE 1.7	NL 1.5	GB 1.4	DE 1.1
(381590) Reaction initiators, reaction accelerators & catalytic preps. (excl. of 381 ..., $4-15	19.0	KR 2.7	TH 2.5	MX 1.8	RU 1.5	AT 1.4
(381600) Refractory cements, mortars, concretes & sim. compositions, other than prod ..., $0-2	27.0	UA 9.2	AT 2.6	RU 2.5	IN 1.8	EG 1.6
(381900) Hydraulic brake fluids & oth. prepd. liquids for hydraulic transmission, no ..., $0-2	5.9	ES .6	GB .6	UA .5	MY .3	BE .3
(381900) Hydraulic brake fluids & oth. prepd. liquids for hydraulic transmission, no ..., $2-6	8.8	CA 1	FR 1	RU 1	CN .6	MX .6
(382000) Anti-freezing preps. & prepd. de-icing fluids, $0-1	14.9	GB 2.4	FR 1.5	BE 1.5	AT 1.1	DE 1.1
(382000) Anti-freezing preps. & prepd. de-icing fluids, $1-4	12.6	CA 5.6	NL 1.5	RU 1.1	UA .7	CN .6
(382100) Prepared culture media for development of micro-organisms, $0-23	9.4	FR 2	BE 1.9	NL 1.4	US .8	GB .6
(382319) Industrial monocarboxylic fatty acids other than stearic acid/oleic acid/ta ..., $0-4	43.0	NL 13.9	DE 12.6	IL 2	LK 1.7	PL 1.3
(382370) Industrial fatty alcohols, $1-5	45.7	DE 6.2	NL 6.1	IT 5.3	JP 5	GB 3.5
(382450) Non-refractory mortars & concretes, $0-0	9.2	US 2.1	CH 1.3	FR 1.3	SK .6	AT .4
(382450) Non-refractory mortars & concretes, $0-2	6.3	NL 1	PL 1	CA .9	QA .5	RO .4
(382490) Other chem. prods. & preps. of the chem./allied industries (incl. those con ..., $27-96	24.2	EG 4.9	GB 4.5	NL 3.1	CH 2.4	GR 1.9

Source: Authors based on data from the United Nations Commodity Trade Statistics Database (COMTRADE).
Notes: Price range is based on 2010 trade data (CIF). The two letter country codes follow ISO 3166-1 alpha-2 codes, which are listed at
http://www.iso.org/iso/country_codes/iso_3166_code_lists/country_names_and_code_elements.htm

Table: Top export opportunities of potential new products by HS sector (cont.)

(HS) Description, price range	Export opportunity (US$ Million)	top1	top2	top3	top4	top5
(390120) Polyethylene having a sp.gr. of 0.94/more, in primary forms, $1-2	43.0	RU 15.8	NL 6.2	PK 2.9	UA 1.7	JO 1.7
(390120) Polyethylene having a sp.gr. of 0.94/more, in primary forms, $1-1	176.1	CN 46.6	UA 16.1	IN 14.9	BR 10.1	IL 9.5
(390290) Polymers of propylene/of oth. olefins, in primary forms (excl. of 3902.10-3 ..., $0-1	14.2	DE 2.2	CN 1.6	TH 1.2	IT 1.1	PL 1
(390290) Polymers of propylene/of oth. olefins, in primary forms (excl. of 3902.10-3 ..., $1-5	14.8	NL 3.5	CN 3.4	US 1.6	IN 1.3	MX .7
(390319) Polystyrene other than expansible, in primary forms, $0-1	18.5	CA 5.6	IR 1.9	LT 1.1	TR 1	NZ 1
(390319) Polystyrene other than expansible, in primary forms, $1-2	44.3	CN 30.3	UA 2.7	BY 1.6	IL 1.3	KR 1.3
(390330) Acrylonitrile-butadiene-styrene (ABS) copolymers, in primary forms, $0-2	22.8	CN 4.2	IT 4	IE 2	TR 1.8	NG 1.6
(390330) Acrylonitrile-butadiene-styrene (ABS) copolymers, in primary forms, $2-3	37.1	DE 5.7	BR 3.8	SK 3.4	MX 3.3	TH 3.2
(390390) Polymers of styrene, in primary forms (excl. of 3903.11-3903.30), $0-1	17.3	GB 3.4	CA 2.5	FR 2.4	CL .9	AR .7
(390390) Polymers of styrene, in primary forms (excl. of 3903.11-3903.30), $1-3	29.7	DE 6.1	CN 5	US 2.8	JP 2.2	UA 2
(390410) Poly(vinyl chloride), not mixed with any oth. subs., in primary forms, $1-1	44.3	BR 14.6	UA 9.4	IN 3.7	RU 3.6	MA 1.4
(390421) Poly(vinyl chloride), non-plasticised, in primary forms (excl. of 3904.10), $1-2	9.9	UA 2.3	SA 1.2	IN 1.1	BE .9	RU .8
(390422) Poly(vinyl chloride), plasticised, in primary forms (excl. of 3904.10), $0-1	10.4	DE 2.6	PL 1.2	IN 1	UA .8	BR .7
(390422) Poly(vinyl chloride), plasticised, in primary forms (excl. of 3904.10), $1-3	16.4	MX 2.5	UA 1.6	HK 1.4	BE 1.4	RU 1.2
(390490) Polymers of vinyl chloride/of oth. halogenated olefins, in primary forms (e ..., $0-1	7.4	BE 2.2	DE 2.2	JO .4	PA .4	MA .3
(390610) Poly(methyl methacrylate), in primary forms, $2-17	12.8	CN 5.9	EG 2.3	PL 1.2	KR 1.2	BE .4
(390690) Acrylic polymers other than poly(methyl methacrylate), in primary forms, $4-9	18.3	NL 6.5	KR 3.4	EG 2.4	IN 1.2	CN 1.1
(390720) Polyethers other than polyacetals, in primary forms, $2-4	25.9	RU 5.8	UA 4.4	DE 3.8	NL 1.7	AR 1.3
(390730) Epoxide resins, in primary forms, $11-23	7.2	TH 3.7	PH 1.5	MX .7	CA .4	DK .3
(390730) Epoxide resins, in primary forms, $0-3	25.9	CA 6.7	IN 2.7	IT 2.1	CN 1.7	US 1.7
(390730) Epoxide resins, in primary forms, $3-11	32.4	MX 6.1	NL 5.6	CN 3.7	HK 2.7	RU 2.3
(390740) Polycarbonates, in primary forms, $2-4	27.2	CN 5	BE 3.4	CA 3	HU 2.8	SK 2.2
(390760) Poly(ethylene terephthalate), in primary forms, $0-1	86.8	US 41.6	TR 6.5	JP 6.2	IT 3.8	MX 3
(390760) Poly(ethylene terephthalate), in primary forms, $1-2	117.4	UA 24.6	DE 14.3	RU 14	VE 7.9	JP 6.7
(390791) Polyesters (excl. of 3907.10-3907.60), unsaturated, in primary forms, $0-2	12.5	IL 1.8	DK 1.4	PL 1.4	IT 1.1	IN .6
(390791) Polyesters (excl. of 3907.10-3907.60), unsaturated, in primary forms, $2-5	16.8	CA 4.9	RU 2.3	AZ 1.9	EG 1.5	UA 1.2
(390799) Polyesters (excl. of 3907.10-3907.91), in primary forms, $6-12	11.5	HK 3.1	MY 2.8	FR 1.3	SG 1	BE .9
(390799) Polyesters (excl. of 3907.10-3907.91), in primary forms, $0-2	43.2	CN 6.2	KR 6	GB 5.2	IT 4.3	BE 3.6
(390799) Polyesters (excl. of 3907.10-3907.91), in primary forms, $2-6	23.0	CN 4.3	RU 2.8	TH 2.6	PL 2.5	US 2.3
(390810) Polyamide-6/ -11/ -12/ -6,6/ -6,9/ -6,10/ -6,12, in primary forms, $0-2	106.1	CN 42.2	CA 10.6	BE 9.9	IT 6.5	CZ 5.7
(390810) Polyamide-6/ -11/ -12/ -6,6/ -6,9/ -6,10/ -6,12, in primary forms, $2-5	39.0	MX 19.5	BR 5.3	PL 4.4	HU 1.5	SI 1.4
(390890) Polyamides (excl. of 3908.10), in primary forms, $0-3	8.9	HK 1.5	IN 1.4	DE .9	ES .7	TH .5
(390890) Polyamides (excl. of 3908.10), in primary forms, $3-8	21.5	CN 9.9	KR 2	JP 1.3	BR 1	RU .9
(390910) Urea resins, in primary forms; thiourea resins, in primary forms, $0-1	9.8	RO 1.7	UA 1.5	FR 1.4	PL .9	LV .7
(390930) Amino-resins (excl. of 3909.10 & 3910.20), in primary forms, $2-6	10.8	NL 1.5	TR 1.2	AT 1	RO .7	CZ .6
(390940) Phenolic resins, in primary forms, $0-2	9.6	DE 1.8	UA 1.2	ES 1.1	KR 1.1	CH .6
(390950) Polyurethanes, in primary forms, $6-11	7.8	CN 2.6	HK .8	SG .5	EG .5	FR .5
(391000) Silicones, in primary forms, $0-4	31.0	MX 5.5	CN 3.8	KR 3.1	BR 3	IN 2.9
(391190) Polysulphides, polysulphones & oth. prods. spec. in Note 3 to Ch.39, n.e.s. ..., $2-9	28.3	DE 6.4	CN 4.9	NL 3.8	KR 2	BE 1.8
(391231) Carboxymethylcellulose & its salts, in primary forms, $0-2	6.1	ZA .6	BR .5	NG .4	KR .3	SG .3
(391239) Cellulose ethers other than carboxymethylcellulose & its salts, in primary ..., $5-15	13.1	CN 2.2	UA 1.2	IL 1.1	IN 1	VE .9
(391290) Cellulose & its chem. derivs., n.e.s., in primary forms (excl. of 3912.11-3 ..., $3-14	11.2	IN 1.8	NL 1.6	CN 1.4	JP 1.3	US 1.1
(391390) Natural polymers & modified nat. polymers (e.g., hardened proteins, chem. d ..., $5-46	9.4	BE 2.6	CN 1.5	JP .8	IE .5	KR .5
(391530) Waste, parings & scrap, of polymers of vinyl chloride, $0-0	40.7	CN 39	KR .5	NG .4	MA .2	MX .2
(391620) Monofilament of which any cross-sectional dim. exceeds 1mm; rods, sticks & ..., $0-2	52.2	UA 15.7	CZ 9.8	GB 4	US 3.8	HR 2.7
(391620) Monofilament of which any cross-sectional dim. exceeds 1mm; rods, sticks & ..., $2-9	22.1	UA 5.7	PL 5.3	FR 3.8	IT 1.4	BY 1.2
(391690) Monofilament of which any cross-sectional dim. exceeds 1mm; rods, sticks & ..., $0-4	8.6	PL 1.6	DE 1	UA .7	NL .6	FR .5
(391690) Monofilament of which any cross-sectional dim. exceeds 1mm; rods, sticks & ..., $4-15	15.7	GB 2.6	DE 1.9	US 1.3	CN 1.3	AT 1
(391710) Artificial guts (sausage casings) of hardened protein/of cellulosic mats, $0-9	6.1	MX 3	IN .6	CZ .6	DO .2	IT .2
(391710) Artificial guts (sausage casings) of hardened protein/of cellulosic mats, $9-24	25.1	RU 7.1	CZ 2.3	UA 1.9	BR 1.6	US 1.6
(391721) Tubes, pipes & hoses, rigid, of polymers of ethylene, $2-12	17.2	NL 2.4	BY 1.3	ZA 1.1	VE 1.1	VN .7
(391722) Tubes, pipes & hoses, rigid, of polymers of propylene, $0-2	10.7	RU 2.9	UA 1.9	RO 1.3	CZ .6	DK .4
(391722) Tubes, pipes & hoses, rigid, of polymers of propylene, $2-12	7.5	CN .7	NL .7	BE .5	GB .4	CH .4
(391733) Tubes, pipes & hoses of plastics (excl. of 3917.31 & 3917.32), not reinf./o ..., $0-4	6.9	MX 1.9	DE .6	FR .6	AT .5	BG .3
(391733) Tubes, pipes & hoses of plastics (excl. of 3917.31 & 3917.32), not reinf./o ..., $4-39	6.8	US 1.5	CA .6	BE .6	DE .5	TR .4
(391810) Floor coverings of polymers of vinyl chloride, whether or not self-adhesive ..., $0-1	17.4	DE 4	UA 2.5	CN 1.9	BE 1.7	NG 1.3
(391890) Floor coverings of plastics other than polymers of vinyl chloride, whether ..., $2-7	10.4	FR 1.6	DE 1.3	ES .8	BE .7	RU .7

Source: Authors based on data from the United Nations Commodity Trade Statistics Database (COMTRADE).
Notes: Price range is based on 2010 trade data (CIF). The two letter country codes follow ISO 3166-1 alpha-2 codes, which are listed at
http://www.iso.org/iso/country_codes/iso_3166_code_lists/country_names_and_code_elements.htm

Table: Top export opportunities of potential new products by HS sector (cont.)

(HS) Description, price range	Export opportunity (US$ Million)	top1	top2	top3	top4	top5
(392010) Plates, sheets, film, foil & strip, of polymers of ethylene, non-cellular & ..., $5-11	43.5	CN 29.2	UA 1.3	HK 1.3	HU 1.2	JP 1
(392020) Plates, sheets, film, foil & strip, of polymers of propylene, non-cellular ..., $5-10	27.9	CN 13.2	HK 4.3	EG 1.6	DZ 1.6	NO 1
(392030) Plates, sheets, film, foil & strip, of polymers of styrene, non-cellular & ..., $2-7	11.9	DE 1.8	CH 1.6	RU 1.4	CN 1.4	PL .8
(392043) Plates,sheets,film,foil&strip,of polymers of vinyl chloride,cont.by wt.not ..., $7-14	7.1	BE 2.1	KR 1.2	FR 1.1	DE .9	VE .3
(392043) Plates,sheets,film,foil&strip,of polymers of vinyl chloride,cont.by wt.not ..., $0-2	7.8	UA 1.7	CL .9	RU .7	BR .5	GR .4
(392043) Plates,sheets,film,foil&strip,of polymers of vinyl chloride,cont.by wt.not ..., $2-7	13.8	TR 4.1	RU 2.4	JP .9	IR .8	AR .8
(392049) Plates, sheets, film, foil & strip, of polymers of vinyl chloride, non-cell ..., $2-7	17.8	RU 4.2	UA 2.9	CN 1.6	IL 1.4	BR 1
(392061) Plates, sheets, film, foil & strip, of polycarbonates, non-cellular & not r ..., $4-14	9.0	DE 1.9	HK 1.5	CN 1.4	BE .9	FR .4
(392062) Plates, sheets, film, foil & strip, of poly(ethylene terephthalate), non-ce ..., $0-2	20.1	GB 4.7	ES 4	BE 1.9	FR 1.3	BR .9
(392062) Plates, sheets, film, foil & strip, of poly(ethylene terephthalate), non-ce ..., $2-9	55.9	CN 18	KR 12.7	US 7.1	JP 6.1	AT 1.6
(392069) Plates, sheets, film, foil & strip, of polyesters n.e.s. in 39.20, non-cell ..., $3-16	10.8	KR 3.5	US 1.9	DK .8	NL .5	PH .5
(392092) Plates, sheets, film, foil & strip, of polyamides, non-cellular & not reinf ..., $4-16	6.0	CN 1.5	DK .7	NL .6	PL .3	JP .3
(392099) Plates, sheets, film, foil & strip, of plastics n.e.s. in 39.20, non-cellul ..., $22-50	15.8	AT 4.2	DE 4.1	KR 2.4	SG 1	CH .7
(392111) Plates, sheets, film, foil & strip, cellular, of polymers of styrene, $0-2	7.9	GB 1	PL .7	RO .5	IT .5	BY .5
(392111) Plates, sheets, film, foil & strip, cellular, of polymers of styrene, $2-9	12.3	AT 2.5	CA 1.9	CH 1.8	FR 1	CZ .9
(392112) Plates, sheets, film, foil & strip, cellular, of polymers of vinyl chloride ..., $0-2	9.6	MX 2	NG 1.8	ES 1	CZ .6	FR .4
(392113) Plates, sheets, film, foil & strip, cellular, of polyurethanes, $19-41	9.3	CN 4.9	HK 2.8	MY .3	DE .3	DK .2
(392113) Plates, sheets, film, foil & strip, cellular, of polyurethanes, $0-4	25.5	FR 4.6	DE 4	GB 3.9	BE 2.3	MX 2.1
(392113) Plates, sheets, film, foil & strip, cellular, of polyurethanes, $4-19	10.9	US 2.8	CH 1.2	UA 1.1	KR .7	ES .6
(392119) Plates, sheets, film, foil & strip, cellular, of plastics, n.e.s. in 39.21, $13-29	9.0	CN 2.1	US 2.1	FR 1.6	MY .7	SE .5
(392190) Plates, sheets, film, foil & strip (excl. cellular), of plastics, n.e.s. in ..., $10-22	9.9	PH 1.6	DE 1.4	CZ 1.4	SG 1	BE .8
(392210) Baths, shower-baths, sinks & wash-basins, of plastics, $0-3	19.1	RU 4.9	GB 3.1	DE 1.6	IT 1.3	BE 1.1
(392350) Stoppers, lids, caps & oth. closures, of plastics, $12-24	9.1	CN 2.4	TH 1.1	FR .9	DE .7	PL .7
(392590) Builders' ware of plastics, n.e.s. (excl. of 3925.10-3925.30), $11-23	6.4	TH 2	DE 1.5	CH .5	IT .4	HU .2
(400219) Styrene-butadiene rubber (SBR), other than latex; carboxylated styrene-buta ..., $2-3	67.3	TH 8	ES 6	CN 4.7	PL 4.6	NL 4.1
(400299) Synthetic rubber & factice derived from oils, other than latex (excl. of 40 ..., $2-8	12.8	NL 4.1	CN 1.9	TR 1.5	MY 1.4	SG .5
(400591) Compounded rubber (excl. of 4005.10 & 4005.20), unvulcanised, in plates, sh ..., $3-12	21.4	GB 6.2	CN 4.3	PL 1.4	RO 1.3	CO .8
(400821) Plates, sheets & strip, of non-cellular vulcanised rubber other than hard r ..., $0-3	7.5	ES 1.2	CH .9	DE .7	SE .6	NG .4
(400821) Plates, sheets & strip, of non-cellular vulcanised rubber other than hard r ..., $3-18	16.6	US 6.1	NL 3	CN 2.2	BE .9	RU .7
(400829) Rods & profile shapes, of non-cellular vulcanised rubber other than hard ru ..., $0-4	10.3	NL 3.2	GB 1	PL .8	UA .8	US .6
(400912) Tubes, pipes & hoses, of vulcanised rubber other than hard rubber, not rein ..., $8-39	6.1	DE 1.1	ES .6	FR .5	CN .5	IT .5
(400921) Tubes, pipes & hoses, of vulcanised rubber other than hard rubber, reinf./o ..., $5-22	6.1	CN 1.9	AU 1	MX .4	NL .4	BR .3
(400922) Tubes, pipes & hoses, of vulcanised rubber other than hard rubber, reinf./o ..., $10-39	7.8	CN 3.1	RU 1	AU .3	TH .3	NL .3
(400931) Tubes, pipes & hoses, of vulcanised rubber other than hard rubber, reinf./o ..., $0-7	11.5	US 3.1	GB 1.2	UA 1.1	BR .8	RU .5
(400932) Tubes, pipes & hoses, of vulcanised rubber other than hard rubber, reinf./o ..., $0-11	8.1	US 3.3	MX 1.8	DE .5	IN .3	PL .3
(400932) Tubes, pipes & hoses, of vulcanised rubber other than hard rubber, reinf./o ..., $11-42	10.2	CN 2.5	BE 1.3	CA 1.2	TR 1.1	AR .7
(401012) Conveyor belts/belting, reinf. only with textile mats., of vulcanised rubbe ..., $0-4	12.6	UA 2.8	US 2.7	DE 1.1	CN .6	FR .6
(401012) Conveyor belts/belting, reinf. only with textile mats., of vulcanised rubbe ..., $4-28	8.3	UA 1.5	MA 1.1	AU 1.1	CA .5	BG .4
(401031) Endless transmission belts of trapezoidal cross-section (V-belts), V-ribbed ..., $15-48	5.9	SG .8	RU .6	MX .5	CN .4	IT .3
(401120) New pneumatic tyres, of rubber, of a kind used on buses/lorries, $183-271	42.6	FR 10.2	CZ 5.6	LU 5.4	TR 3.9	AT 3.3
(401192) New pneumatic tyres, of rubber (excl. those with herring-bone/sim.tread), o ..., $96-233	12.2	DE 4.8	US 1.5	RO .9	NL .5	HU .5
(401199) New pneumatic tyres, of rubber (excl. those with herring-bone/sim.tread; ex ..., $27-243	10.4	CA 2.1	MX 1.3	CL .9	IN .7	US .6
(401290) Solid/cushion tyres, tyre treads & tyre flaps, of rubber, $2-6	8.8	SG .9	CO .7	AR .6	NZ .6	NL .6
(410449) Tanned/crust hides & skins of bovine (incl. buffalo)/equine animals, withou ..., $10-27	6.6	CR 1.9	HU 1.6	AU .6	UA .5	SK .3
(410711) Leather furth. prepd. after tanning/crusting, incl. parchment-dressed leath ..., $18-44	6.6	FR 2.3	HU 1.8	ES 1.3	ZA .2	UA .2
(410712) Leather furth. prepd. after tanning/crusting, incl. parchment-dressed leath ..., $19-38	16.2	VE 2.2	ES 2	RO 1.9	AT 1.6	TN 1.5
(410719) Leather furth. prepd. after tanning/crusting, incl. parchment-dressed leath ..., $15-31	15.4	AL 5.1	VN 1.9	FR 1.2	MX .8	ES .7
(410799) Leather furth. prepd. after tanning/crusting, incl. parchment-dressed leath ..., $14-32	8.4	UA 1.9	MX 1.1	PL 1	IT .5	FR .5
(411200) Leather furth. prepd. after tanning/crusting, incl. parchment-dressed leath ..., $31-78	8.9	HK 3.8	IT 1.5	TR .6	FR .6	DE .6
(420310) Articles of apparel, of leather/composition leather, $152-315	14.7	FR 5.6	TR 3.8	RU 1	CN .9	IT .6
(420500) Articles of leather/composition leather, n.e.s. in Ch.42, $60-131	6.0	PL 1.5	BA .6	KR .5	HK .5	SK .4
(430310) Articles of apparel & clothing accessories, of furskin, $112-436	9.5	RU 7.5	TR .3	IT .3	AT .2	EE .2
(440791) Oak (Quercus spp.), sawn/chipped length wise, sliced/peeled, whether or not ..., $538-89	19.4	DE 4.5	AT 2.1	PT 1.7	NL 1.7	VN 1.4
(441039) Particle board, of wood, n.e.s. in 44.10, $0-0	107.7	DE 14.4	ES 8.7	PL 7.3	US 7.2	DK 7
(441119) Fibreboard of wood/oth. ligneous mats., whether or not bonded with resins/o ..., $0-1	35.4	BE 8.2	FR 7.8	IT 3.9	PL 2.9	NL 2.2
(441129) Fibreboard of wood/oth. ligneous mats., whether or not bonded with resins/o ..., $0-0	76.4	MX 12	ES 6.3	PL 5.4	BR 3.9	PT 3.7
(441129) Fibreboard of wood/oth. ligneous mats., whether or not bonded with resins/o ..., $0-1	198.8	US 38.4	FR 24.1	IT 17	BE 14.7	CA 12.8
(441520) Pallets, box pallets & oth. load boards of wood; pallet collars of wood, $0-8	21.4	FR 5.4	BE 5.4	AT 2.8	IT 2.4	ES 1.4
(470329) Chemical wood pulp, soda/sulphate, other than dissolving grades, semi-bleac ..., $0-0	174.5	CN 53.2	KR 39.6	US 39.2	FR 9.9	FI 7
(470730) Recovered (waste & scrap) paper/paperboard made mainly of mech. pulp (e.g., ..., $0-2	22.6	CN 8.6	KR 3.6	SE 2.2	ES 1.4	AT 1.2
(480255) Paper & paperboard, not cont. fibres obt. by a mech./chemi-mech. process... ..., $0-2	55.9	US 24.5	FR 4.4	EG 3.2	MY 2.8	IR 2.2
(480256) Paper & paperboard, not cont. fibres obt. by a mech./chemi-mech. process... ..., $1-2	67.5	JP 33.2	US 7.2	UA 4.3	EE 1.7	RU 1.7
(480257) Paper & paperboard, not cont. fibres obt. by a mech./chemi-mech. process... ..., $1-2	20.4	NG 2.8	EG 1.8	JP 1.6	TR 1.4	CL 1.2
(480261) Paper & paperboard, of which >10% by wt. of the total fibre content consist ..., $0-3	15.7	JP 3.3	RU 2.5	TR 2.2	BR 1.6	UA 1
(480431) Kraft paper (excl. kraftliner & sack kraft paper) & paperboard, uncoated, u ..., $0-2	9.4	PK 1.5	DE 1.3	FR 1.2	MA .5	KR .5
(480439) Kraft paper (excl. kraftliner & sack craft paper) & paperboard, uncoated, i ..., $1-2	6.9	KR 1.2	BE 1	US .5	PT .5	RU .4
(480511) Semi-chem.fluting paper,uncoated, in rolls/sheets, not further worked than/ ..., $0-0	15.2	MX 2.5	MY 1.8	SE 1.7	PH 1.4	FR 1.1
(480524) Testliner (recycled liner board), uncoated, in rolls/sheets, not further wo ..., $0-0	17.5	GB 3.8	BE 2.2	VN 1	DZ 1	IR .9

Source: Authors based on data from the United Nations Commodity Trade Statistics Database (COMTRADE).
Notes: Price range is based on 2010 trade data (CIF). The two letter country codes follow ISO 3166-1 alpha-2 codes, which are listed at
http://www.iso.org/iso/country_codes/iso_3166_code_lists/country_names_and_code_elements.htm

Table: Top export opportunities of potential new products by HS sector (cont.)

(HS) Description, price range	Export opportunity (US$ Million)	top1	top2	top3	top4	top5
(480591) Uncoated paper & paperboard (excl. of 4801.00-4805.50), in rolls/sheets, no ..., $0-0	6.0	FR 2.1	SE .7	FI .5	IL .4	AZ .3
(480591) Uncoated paper & paperboard (excl. of 4801.00-4805.50), in rolls/sheets, no ..., $0-3	12.0	US 1.3	BR 1.2	TR 1.1	EG 1.1	RU 1.1
(480593) Uncoated paper & paperboard (excl. of 4801.00-4805.50), in rolls/sheets, no ..., $0-2	8.5	CA 2.5	UA 1.9	NL 1.1	JP .9	SG .4
(480640) Glassine & oth. glazed transparent/translucent papers, in rolls/sheets, $0-1	16.0	PL 2.9	ES 2	LU 2	CN 1.4	BR 1.3
(481013) Paper & paperboard of a kind used for writing/printing/oth. graphic purps., ..., $0-3	25.9	CN 5.9	RU 2.7	UA 2.3	CL 1.6	TR 1.6
(481029) Paper & paperboard of a kind used for writing/printing/oth. graphic purps., ..., $0-2	57.3	DE 8.5	US 5.2	UA 5.1	FR 4.6	RU 4.1
(481092) Multiply paper & paperboard, coated on one/both sides with kaolin...whether ..., $0-1	69.2	CN 10.3	UA 9.7	RU 7.9	DE 4.5	US 3.8
(481099) Paper & paperboard, coated on one/both sides with kaolin...whether or not s ..., $0-1	15.1	GB 6.7	IR 1.7	PL 1.2	CA .9	TH .6
(481099) Paper & paperboard, coated on one/both sides with kaolin...whether or not s ..., $1-6	7.2	UA 1.8	CZ 1.1	EG 1	NL .5	NZ .4
(481141) Gummed/adhesive paper & paperboard, self-adhesive, in rolls/rect. (incl. sq ..., $0-2	35.7	FR 6.6	LU 3.6	ES 3.4	RU 2.9	DE 2.4
(481141) Gummed/adhesive paper & paperboard, self-adhesive, in rolls/rect. (incl. sq ..., $2-9	35.0	RU 8.2	CN 5.9	JP 2.6	GB 2	CA 1.4
(481151) Paper & paperboard, coated/impregnated/covered with plastics (excl. adhesiv ..., $1-9	18.9	NL 6.5	EG 2	CA 1.3	DK 1	ZA 1
(481159) Paper & paperboard, coated/impregnated/covered with plastics (excl. adhesiv ..., $0-2	35.1	CA 11.9	ES 5	RU 3.7	EG 2.3	MX 1.3
(481159) Paper & paperboard, coated/impregnated/covered with plastics (excl. adhesiv ..., $2-5	69.1	TH 13.7	UA 6.6	PL 6.4	VN 4.3	NL 3.7
(481190) Paper,paperboard,cellulose wadding&webs of cellulose fibres(excl.of 4811.10 ..., $0-2	30.6	GB 4.7	MX 4.1	DK 3.5	IR 2.8	ES 2.2
(481190) Paper,paperboard,cellulose wadding&webs of cellulose fibres(excl.of 4811.10 ..., $2-7	24.8	UA 6.9	RU 3.4	AU 1.3	HK 1.2	IN 1.2
(481420) Wallpaper & sim. wall coverings, consisting of paper coated/covered, on the ..., $4-19	15.1	RU 4.5	CN 4.4	NL 1	PL .8	LT .7
(481890) Paper of a kind used for h-hold./sanitary purps., bed sheets & sim. h-hold. ..., $0-2	9.0	US 2.8	ES 1.7	MX .8	TR .4	GR .3
(481890) Paper of a kind used for h-hold./sanitary purps., bed sheets & sim. h-hold. ..., $2-10	18.8	NO 2.2	US 1.8	JP 1.6	DE 1.6	NL 1.4
(481930) Sacks & bags, having a base of a width of 40cm/more, $0-1	8.2	VE 1.3	BE .9	BO .5	RU .5	PE .3
(482320) Filter paper & paperboard, cut to size/shape, $5-29	10.1	RU 2.3	SE 1.3	US .9	NL .7	CN .6
(490300) Children's picture/drawing/colouring books, $0-3	6.0	HK 3.7	GB .7	NG .5	MY .3	PL .1
(520832) Woven fabrics of cotton, cont. 85%/more by wt. of cotton, dyed, plain weave ..., $0-8	7.4	IT 1.9	CN 1.7	BR 1.4	LK .5	PE .3
(520919) Woven fabrics of cotton (excl. of 5209.11 & 5209.12), cont. 85%/more by wt. ..., $5-18	5.3	VN 3.2	US 1.2	EG .3	BG .2	PH .1
(520939) Woven fabrics of cotton (excl. of 5209.31 & 5209.32), cont. 85%/more by wt. ..., $0-7	8.1	CN 2.6	BH 1.7	IT .4	EG .4	BR .3
(520959) Woven fabrics of cotton (excl. of 5209.51 & 5209.52), cont. 85%/more by wt. ..., $8-26	9.9	EG 6.7	VN 1.9	TN .7	TH .2	IN .1
(530929) Woven fabrics of flax (excl. of 5309.21), cont. <85% by wt. of flax, $15-43	5.5	US 5.1	UA .2	ES .1	NZ 0	CH 0
(540210) High tenacity yarn other than textured yarn/sewing thread, of nylon/oth. po ..., $3-22	18.1	CN 4.9	BR 2.4	BY 1.6	HU 1.4	RO 1.1
(540231) Textured yarn other than sewing thread, of nylon/oth. polyamides, meas. per ..., $5-9	5.8	SI 1.5	BR .9	MX .7	UA .5	RS .4
(540233) Textured yarn other than sewing thread, of polyesters, not put up for retai ..., $2-7	38.3	TR 16.3	EG 7.7	KR 2.7	HK 2.6	CN 1.9
(540239) Textured yarn other than sewing thread (excl. of 5402.31-5402.33), not put ..., $2-9	6.2	IN 1.6	RU 1.2	GB .7	MA .3	JP .3
(540710) Woven fabrics obt. from high tenacity yarn of nylon/oth. polyamides/polyest ..., $5-29	9.6	PL 4.2	US 1.8	PT 1.3	LU .4	IL .3
(540720) Woven fabrics obt. from strip or the like, $0-2	18.7	US 3.6	NL 2.2	CN 2	MY 1.7	FR 1.6
(540752) Woven fabrics (excl. of 5407.10-5407.30), cont. 85%/more by wt. of textured ..., $0-7	7.7	MY 1.2	CL 1	MA 1	CN 1	TH .6
(560110) Sanitary towels & tampons, napkins & napkin liners for babies & sim. sanita ..., $3-13	5.7	BE .6	CZ .6	RU .5	IE .3	SK .3
(560121) Wadding; oth. arts. of wadding, of cotton, $4-10	7.3	RU 1.1	UA 1	JP .9	NL .6	FR .4
(560122) Wadding; oth. arts. of wadding, of man-made fibres, $5-14	14.2	UA 2.6	CH 2.3	CN 2.1	NL 1.3	KR .8
(560311) Nonwovens, whether or not impregnated/coated/covered/laminated, of man-made ..., $3-9	21.3	DE 6.8	JP 3.4	BE 2.6	TH 1.6	BR .9
(560312) Nonwovens, whether or not impregnated/coated/covered/laminated, of man-made ..., $0-3	9.4	TR 1.2	FR .9	KR .8	UA .8	MX .7
(560312) Nonwovens, whether or not impregnated/coated/covered/laminated, of man-made ..., $3-1	22.5	CN 8.4	TR 3.1	HK 1.5	EG 1.3	RU .9
(560313) Nonwovens, whether or not impregnated/coated/covered/laminated, of man-made ..., $0-3	11.8	FR 2.7	GB 2.6	KR .8	DE .6	PL .5
(560313) Nonwovens, whether or not impregnated/coated/covered/laminated, of man-made ..., $3-1	14.1	CN 1.6	BE 1.3	TR 1.2	NL 1.2	MX 1.1
(560314) Nonwovens, whether or not impregnated/coated/covered/laminated, of man-made ..., $0-3	9.1	GB 1.9	CL .8	RU .7	SE .7	AT .6
(560314) Nonwovens, whether or not impregnated/coated/covered/laminated, of man-made ..., $3-1	12.9	US 2.6	SK .7	CA .7	KR .7	TN .6
(560392) Nonwovens, whether or not impregnated/coated/covered/laminated (excl. of 56 ..., $0-4	17.1	GB 6.6	KR 1.8	JP 1.5	FR 1.2	CA .9
(560392) Nonwovens, whether or not impregnated/coated/covered/laminated (excl. of 56 ..., $4-14	8.2	CN 1.4	BE .9	NL .8	BR .7	DE .7
(560393) Nonwovens, whether or not impregnated/coated/covered/laminated (excl. of 56 ..., $3-11	7.0	TR 1.3	FR 1	CZ 1	JP .9	RU .7
(560394) Nonwovens, whether or not impregnated/coated/covered/laminated (excl. of 56 ..., $0-3	6.5	CA 1.3	CZ .6	FR .6	PK .4	EG .3
(560819) Knotted netting of twine, cordage/rope; made up nets other than fishing net ..., $4-18	7.7	JP 4.1	DE .8	NL .6	GR .2	AT .2
(570320) Carpets & oth. textile floor coverings, tufted, whether or not made up, of ..., $0-10	16.6	GB 5.3	CZ 3.4	CN 1.7	ES 1.5	FR 1
(570320) Carpets & oth. textile floor coverings, tufted, whether or not made up, of ..., $10-22	16.8	NL 3.9	BE 2.1	AU 1.9	SE 1	CN .9
(580136) Chenille fabrics (excl. of 58.02/58.06), of man-made fibres, $8-24	6.3	US 2.3	PL .9	BY .6	EE .5	LT .3
(580790) Labels, badges & sim. arts. of textile mats., in the piece, in strips/cut t ..., $13-70	5.3	VN 2.5	HK .6	TH .6	MA .5	KH .3
(580810) Braids in the piece, $10-45	8.3	AF 7.7	AT .2	IR .1	UA .1	KE 0
(590310) Textile fabrics impregnated/coated/covered/laminated with poly(vinyl chlori ..., $0-4	12.0	IT 2.1	TH 1.1	BR 1	UA .9	US .8
(590320) Textile fabrics impregnated/coated/covered/laminated with polyurethane othe ..., $0-10	14.2	IT 3.1	DE 2.5	BR 2.4	KR .8	ES .8
(590390) Textile fabrics impregnated/coated/covered/laminated with plastics other th ..., $20-41	15.4	HK 9	CN 3.6	VE .7	SK .4	RS .3
(590390) Textile fabrics impregnated/coated/covered/laminated with plastics other th ..., $0-5	16.6	IT 6.5	NG 1.4	EG 1	TH 1	UA .6
(591190) Textile prods. & arts., for technical uses, spec. in Note 7 to Ch.59 (excl. ..., $0-11	21.3	US 8.1	MX 3.9	RO 1.3	IN 1	GB .7
(600410) Knitted/crocheted fabrics of a width >30cm, cont. by wt. 5%/more of elastom ..., $9-31	28.7	CN 10	VE 7.5	LK 3	TN 1.5	VN 1.1
(600632) Knitted/crocheted fabrics, n.e.s. in Ch.60, of synth. fibres, dyed, $0-6	22.0	BR 4.1	PH 2.1	MX 2	TR 2	IN 1.6
(610441) Women's/girls' dresses, knitted or crocheted, of wool/fine animal hair, $0-30	7.8	HK 1.5	JP 1.2	IT 1	FR .9	GB .7
(610441) Women's/girls' dresses, knitted or crocheted, of wool/fine animal hair, $30-93	7.0	DE 2	US 1.4	IT .6	ES .3	AT .3
(610712) Men's/boys' underpants & briefs, knitted or crocheted, of man-made fibres, $0-4	10.3	JP 6.6	UA 1.6	RU .4	AT .3	CA .2
(610832) Women's/girls' nightdresses & pyjamas, knitted or crocheted, of man-made fi ..., $6-15	10.7	US 9.5	NL .2	FR .1	SE .1	RO .1
(610892) Women's/girls' nĩ˜gligĩ˜s, bathrobes, dressing gowns & sim. arts., knitted or ..., $0-7	11.0	JP 6.6	GB 1.2	FR .6	PL .4	ES .3
(610892) Women's/girls' nĩ˜gligĩ˜s, bathrobes, dressing gowns & sim. arts., knitted or ..., $7-16	10.0	US 7.2	DE .8	NL .4	KR .3	ES .2

Source: Authors based on data from the United Nations Commodity Trade Statistics Database (COMTRADE).
Notes: Price range is based on 2010 trade data (CIF). The two letter country codes follow ISO 3166-1 alpha-2 codes, which are listed at
http://www.iso.org/iso/country_codes/iso_3166_code_lists/country_names_and_code_elements.htm

Table: Top export opportunities of potential new products by HS sector (cont.)

(HS) Description, price range	Export opportunity (US$ Million)	top1	top2	top3	top4	top5
(611511) Panty hose & tights, knitted or crocheted, of synth. fibres, meas. per sing ..., $0-17	32.2	IT 13	RU 6.1	GB 4	CR 2.4	ES 1.3
(611512) Panty hose & tights, knitted or crocheted, of synth. fibres, meas. per sing ..., $0-21	11.1	JP 4.5	RU 2.3	ES 1.1	US .9	GB .3
(611512) Panty hose & tights, knitted or crocheted, of synth. fibres, meas. per sing ..., $21-56	7.3	FR 1.1	IT 1.1	LT .5	ES .5	AU .5
(611519) Panty hose & tights, knitted or crocheted (excl. of 6115.11 & 6115.12), $0-15	9.0	RU 2.1	DE 2.1	US 1.6	AL .5	ES .3
(611593) Hosiery, knitted or crocheted, of synth. fibres (excl. of 6115.11-6115.20), $0-14	42.4	JP 13.2	GB 4.3	DE 4	US 4	UA 3.8
(611610) Gloves, mittens & mitts, knitted or crocheted, impregnated/coated/covered w ..., $0-10	8.7	IT 1.7	PL 1.4	DE 1.3	UA .9	KR .5
(611693) Gloves, mittens & mitts, knitted or crocheted, other than those impregnated ..., $18-55	6.6	DE 2.2	FR .7	CA .7	NL .5	KR .4
(620431) Women's/girls' jackets & blazers (excl. knitted or crocheted), of wool/fine ..., $0-52	5.5	JP 3.8	IT .6	BE .2	PT .2	ES .2
(621410) Shawls, scarves, mufflers, mantillas, veils and the like (excl. knitted or ..., $6-45	5.5	FR 2	IT 1	GB .7	TR .7	AU .2
(621440) Shawls, scarves, mufflers, mantillas, veils and the like (excl. knitted or ..., $3-9	9.9	DE 2.9	US 1.1	TR 1	EG .8	ES .7
(630493) Textile furnishing arts. other than bedspreads (excl. of 94.04), not knitte ..., $6-24	8.8	FR 3	SI 1.5	TR .7	JP .5	PL .4
(630612) Tarpaulins, awnings & sunblinds, of synth. fibres, $3-21	6.0	JP 1.4	DE 1.3	CH .7	GB .4	DK .3
(630622) Tents, of synth. fibres, $0-5	7.0	GB 1.9	UA .5	RU .5	SE .4	NO .4
(630629) Tents, of textile mats. other than cotton/synth. fibres, $3-16	5.7	CN 2.1	GB .6	KR .5	NL .3	AU .3
(640192) Waterproof footwear with outer soles & uppers of rubber/plastics (excl. of ..., $0-10	14.4	JP 5.5	GB 1.5	FR 1	CA .8	IT .7
(640340) Footwear (excl. waterproof) incorp. a protective metal toe-cap (excl. of 64 ..., $0-24	16.3	IT 6.5	CL 1.6	PL 1	AU .9	SG .9
(640351) Footwear (excl. waterproof) with outer soles & uppers of leather, covering ..., $79-143	6.8	FR 2.3	RU 1.6	CH .7	JP .4	AU .4
(640351) Footwear (excl. waterproof) with outer soles & uppers of leather, covering ..., $0-36	7.6	IL 1.1	GR 1	ES 1	IE .9	FR .8
(640411) Sports footwear; tennis shoes, basketball shoes, gym shoes, training shoes ..., $28-45	11.5	IT 3.9	NO 3.4	CH 1.1	AT 1	IL 1
(640620) Outer soles & heels, of rubber/plastics, $5-16	10.4	DE 1.2	DO 1	AR .9	HR .9	NG .8
(660191) Umbrellas & sun umbrellas (excl. of 6601.10), having a telescopic shaft, $2-9	10.2	JP 2.4	DE 2	GB .8	PA .7	BR .7
(680223) Worked monumental/building stone & arts. thereof (excl. gds. of 68.01), sim ..., $0-1	8.7	CA 1.5	VE .9	JP .8	KW .7	HK .6
(680293) Mosaic cubes and the like, of granite, whether or not on a backing; artific ..., $0-1	11.5	PL 1.8	IT 1.6	NG 1.2	BE .9	NL .9
(680530) Natural/art. abrasive powder/grain, on a base of oth. mats. (excl. of 6805. ..., $0-7	6.2	US 2.3	GB .7	FR .7	IN .3	MY .2
(680530) Natural/art. abrasive powder/grain, on a base of oth. mats. (excl. of 6805. ..., $7-25	9.2	DE 2.9	MX .7	JP .7	BE .7	CN .4
(680610) Slag wool, rock wool & sim. min. wools (incl. intermixts. thereof), in bul ..., $1-5	10.9	NO 1.5	JP .9	CH .7	BE .7	QA .6
(680690) Mixtures & arts. of heat-insulating/sound-insulating/sound-absorbing min. m ..., $0-1	15.6	GB 3.9	DE 3.1	FR 2	UA 1	ES .7
(680690) Mixtures & arts. of heat-insulating/sound-insulating/sound-absorbing min. m ..., $1-8	7.2	US 1.1	BR .5	TH .5	CZ .5	RO .4
(680710) Articles of asphalt/sim. mat. (e.g., petroleum bitumen/coal tar pitch), in ..., $0-2	9.5	GB 1.2	BE 1.2	FR .8	CA .7	BR .7
(680919) Boards, sheets, panels, tiles & sim. arts., not ornamented, of plaster/of c ..., $0-1	9.2	FR 1.8	SG .7	CH .7	CA .6	SE .5
(681091) Prefabricated structural components for building/civil engineering, of ceme ..., $0-1	8.6	FR 1.4	AR 1.2	AU 1.1	GB .9	LU .7
(681510) Non-electrical arts. of graphite/oth. carbon, $98-216	5.9	CN 2.9	NO 1.3	SG .5	FI .3	MA .1
(681510) Non-electrical arts. of graphite/oth. carbon, $0-19	9.8	MX 2.6	AT 1.2	IN .9	DE .8	EG .7
(690220) Refractory bricks, blocks, tiles & sim. refractory ceramic constructional g ..., $0-0	8.9	JP 1.5	KR 1.2	ZA .5	IT .5	MX .5
(690220) Refractory bricks, blocks, tiles & sim. refractory ceramic constructional g ..., $0-4	14.2	EG 1.6	US 1.6	QA 1.4	UA 1.3	TH .8
(690320) Refractory ceramic gds. other than bricks/blocks/tiles (e.g., retorts, cruc ..., $0-3	6.6	US 2.5	UA .6	KR .5	TR .4	EG .3
(690320) Refractory ceramic gds. other than bricks/blocks/tiles (e.g., retorts, cruc ..., $3-17	9.1	UA 3.7	GB 1.5	RU 1.3	BR .4	EG .4
(690390) Refractory ceramic gds. other than bricks/blocks/tiles (e.g., retorts, cruc ..., $3-22	6.6	DE 2.1	US 1.2	KR .4	AT .4	FR .3
(690919) Ceramic wares for laboratory/chemical/oth. technical uses, n.e.s. in 69.09, $6-90	42.8	DE 14.6	ZA 10.8	GB 10.6	KR 1.7	CN 1.5
(691010) Ceramic sinks, wash basins, wash basin pedestals, baths, bidets, water clos ..., $43-43	18.0	KR 2.5	BE 1.3	NL 1.2	FR 1.1	CN .8
(691090) Ceramic sinks, wash basins, wash basin pedestals, baths, bidets, water clos ..., $45-45	32.0	US 13.3	CA 2.4	UA 2	NG 1.7	IT 1.5
(700521) Float glass & surface ground/polished glass, non-wired (excl. of 7005.10), ..., $6-8	16.5	NG 4.7	BR 2.4	BE 1.5	TH .9	FR .9
(700529) Float glass & surface ground/polished glass, non-wired (excl. of 7005.10), ..., $4-7	22.8	NL 2.7	BR 2.3	EG 2.1	FI 2	JP 2
(700600) Glass of 70.03/70.04/70.05, bent/edge-wkd./engraved/drilled/enamelled/othw. ..., $1-22	26.5	CN 6.8	KR 5.9	JP 5.7	TR 1.5	TH 1
(700719) Toughened (tempered) safety glass, n.e.s. in 70.07, $0-15	16.5	JP 3.3	ES 1.9	CZ 1.8	GB 1.6	IN 1
(700719) Toughened (tempered) safety glass, n.e.s. in 70.07, $15-132	27.7	HK 8.4	PL 3.7	CH 2.1	NL 1.8	CN 1.4
(700721) Laminated safety glass, of size & shape suit. for incorporation in vehicles ..., $0-5	19.1	BE 2.8	GB 2.2	DE 1.7	HU 1.4	IT 1.3
(700729) Laminated safety glass, n.e.s. in 70.07, $0-16	16.1	FR 4.5	PL 3.2	AU 1.5	PT 1.2	IT 1.1
(700729) Laminated safety glass, n.e.s. in 70.07, $16-148	8.3	AT 1.3	CH 1	NO .8	DE .7	CA .6
(700800) Multiple-walled insulating units of glass, $2-8	17.1	CA 4.2	NL 2.3	CH 1.9	FR 1.2	NO 1.2
(701939) Webs, mattresses, boards & sim. nonwoven prods. of glass fibres, $0-2	11.5	UA 3.5	BE 1.2	DE .9	AU .8	PL .8
(701939) Webs, mattresses, boards & sim. nonwoven prods. of glass fibres, $2-11	10.1	GB 1.2	DK .9	CA .8	KR .7	JP .6
(701959) Woven fabrics of glass fibres (excl. of 7019.40), n.e.s. in 70.19, $0-4	10.2	MX 3.1	DE 1.3	UA .7	TR .6	AT .5
(701990) Glass fibres (incl. glass wool) & arts. thereof (excl. of 7019.11-7019.59), $23-52	8.9	SE 4.3	PT 1	IE .7	MX .5	GB .5
(701990) Glass fibres (incl. glass wool) & arts. thereof (excl. of 7019.11-7019.59), $0-3	13.6	AE 1.8	DK 1.5	ES 1.2	BE .9	BH .7
(711311) Articles of jewellery & parts thereof , of silver, whether or not plated/cl ..., $1447-2941	42.4	HK 14.5	DK 8.3	FR 4.2	GB 2	ES 1.9
(720827) Flat-rolled prods. of iron/non-alloy steel, of a width of 600mm/more, hot-r ..., $0-0	36.5	CN 6.7	JP 4.4	IN 3.3	BE 3.3	MX 3.2
(720837) Flat-rolled prods. of iron/non-alloy steel, of a width of 600mm/more, hot-r ..., $0-0	115.5	KR 48.8	TR 15.7	MX 6.3	IN 5.1	UA 4.9
(720852) Flat-rolled prods. of iron/non-alloy steel, of a width of 600mm/more, hot-r ..., $0-0	22.5	DK 3.2	MY 3	UA 2.7	PL 2.5	DE 2
(720916) Flat-rolled prods. of iron/non-alloy steel, of a width of 600mm/more, in co ..., $0-0	76.7	CN 14	JP 10.4	TR 8.2	IN 8.2	DE 6.2
(720990) Flat-rolled prods. of iron/non-alloy steel, of a width of 600mm/more, cold- ..., $0-4	7.7	SD 1.4	EG 1.2	LU .7	BE .5	ZA .3
(721030) Flat-rolled prods. of iron/non-alloy steel, of a width of 600mm/more, elect ..., $0-1	58.4	MX 10.7	PL 8.4	SK 5.3	CN 4.8	SI 4
(721049) Flat-rolled prods. of iron/non-alloy steel, of a width of 600mm/more, othw. ..., $0-0	99.0	US 32.2	BR 11.8	PL 11.1	ES 10.8	IL 4.8
(721070) Flat-rolled prods. of iron/non-alloy steel, of a width of 600mm/more, paint ..., $0-1	101.5	BE 24.1	RU 20.4	IT 9.8	PL 7.2	KR 4.5
(721070) Flat-rolled prods. of iron/non-alloy steel, of a width of 600mm/more, paint ..., $1-1	95.1	UA 18.5	RU 17.2	DE 10.7	CN 10.2	RO 5.1
(721090) Flat-rolled prods. of iron/non-alloy steel, of a width of 600mm/more, clad/ ..., $1-4	14.4	MA 2.3	JO 1.5	SD 1.1	FR 1.1	NL 1
(721119) Flat-rolled prods. of iron/non-alloy steel, of a width of <600mm, not clad/ ..., $0-1	9.0	MX 1.4	RO 1.2	CN 1.1	AE .6	SA .5
(721190) Flat-rolled prods. of iron/non-alloy steel, of a width of <600mm, not clad/ ..., $0-1	8.9	AT 5.3	ME .6	EG .5	TH .3	MX .3
(721230) Flat-rolled prods. of iron/non-alloy steel, of a width of <600mm, othw. pla ..., $0-1	9.4	MX 2.6	TR 1.1	TH 1	RU .5	BY .4

Source: Authors based on data from the United Nations Commodity Trade Statistics Database (COMTRADE).
Notes: Price range is based on 2010 trade data (CIF). The two letter country codes follow ISO 3166-1 alpha-2 codes, which are listed at
http://www.iso.org/iso/country_codes/iso_3166_code_lists/country_names_and_code_elements.htm

Table: Top export opportunities of potential new products by HS sector (cont.)

(HS) Description, price range	Export opportunity (US$ Million)	top1	top2	top3	top4	top5
(721391) Bars & rods, hot-rolled, in irregularly wound coils, of iron/non-alloy stee ..., $0-0	178.0	KR 31.3	JP 14.1	TH 12	MY 9.8	VN 8.5
(721399) Bars & rods, hot-rolled, in irregularly wound coils, of iron/non-alloy stee ..., $0-1	28.1	JO 4.7	KR 4.2	SA 3.5	AE 3.1	MY 2
(721410) Bars & rods of iron/non-alloy steel (excl. of 72.13), not further worked th ..., $0-2	10.6	BH 3.5	AE 2.1	JO 1.1	US .8	OM .4
(721550) Bars & rods of iron/non-alloy steel other than free-cutting steel, not furt ..., $0-2	8.1	SA 1	TH .9	BY .8	RO .6	CN .6
(721610) Angles, shapes & sections of iron/non-alloy steel, U / I / H sections of ir ..., $0-2	5.8	JO 1.4	EG .4	OM .4	BE .3	DZ .3
(721621) Angles, shapes & sections of iron/non-alloy steel, L sections, not further ..., $0-1	16.7	PE 4.1	KR 1.8	DZ 1.6	BO 1.3	AR 1.1
(721631) Angles, shapes & sections of iron/non-alloy steel, U sections, not further ..., $0-1	13.7	KZ 1.9	BY 1.4	SE .9	GB .8	AF .8
(721633) Angles, shapes & sections of iron/non-alloy steel, H sections, not further ..., $0-1	40.7	CA 15.9	SG 4.8	AE 3.9	PA 1.3	EG 1.2
(721640) Angles, shapes & sections of iron/non-alloy steel, L / T sections, not furt ..., $0-1	14.5	KR 4.3	CN 4.1	IN .7	DE .7	CA .5
(721650) Angles, shapes & sections of iron/non-alloy steel (excl. of 7216.10-7216.40 ..., $0-1	10.8	EG 1.5	UA 1.3	SA 1	NL .6	BE .6
(721691) Angles, shapes & sections of iron/non-alloy steel (excl. of 7216.10-7216.69 ..., $1-3	6.0	UA 2.1	RU 1.5	SD .5	BY .3	AM .2
(721699) Angles, shapes & sections of iron/non-alloy steel, n.e.s. in 72.16, $1-4	7.7	EG 1.4	FR 1.2	GB .6	KR .6	IR .5
(721710) Wire of iron/non-alloy steel, not plated/coated, whether or not polished, $0-0	32.2	US 13.2	DE 3.7	AT 2.9	FR 2.5	CZ 1.4
(721710) Wire of iron/non-alloy steel, not plated/coated, whether or not polished, $0-2	22.5	BR 3.3	JP 2.1	NL 1.9	CN 1.8	PL 1.5
(721720) Wire of iron/non-alloy steel, plated/coated with zinc, $0-2	45.4	DE 8.8	JP 5.6	US 3.9	GB 2.6	BE 2
(721730) Wire of iron/non-alloy steel, plated/coated with oth. base metals, $1-3	12.6	RO 3.6	JP 3	KR 1.2	TH 1	RU .8
(721921) Flat-rolled prods. of stainless steel, of a width of 600mm/more, not furthe ..., $0-3	12.2	MY 2.2	IT 2.1	NL 1.5	PL 1.2	BE .8
(721990) Flat-rolled prods. of stainless steel, of a width of 600mm/more, n.e.s. in ..., $2-7	7.1	NL .9	CN .8	RU .6	SG .6	IN .4
(722020) Flat-rolled prods. of stainless steel, of a width of <600mm, not further wo ..., $2-7	13.7	CA 4.4	BR 2.5	US 1.2	MX .8	RU .8
(722090) Flat-rolled prods. of stainless steel, of a width of <600mm, n.e.s. in 72.2 ..., $0-3	5.4	EG 1.2	DE 1	IN .8	KR .6	RU .4
(722220) Bars & rods of stainless steel, not further worked than cold-formed/cold-fi ..., $3-8	6.8	RU 2	IL 1.5	CN 1.3	LU .6	PL .4
(722230) Bars & rods of stainless steel, n.e.s. in 72.22, $3-9	6.3	SG 2.7	IN 1.2	MX .4	UA .3	HU .3
(722300) Wire of stainless steel, $0-4	11.2	IT 2.4	DE 1.8	JP 1.7	RU .5	PH .4
(722300) Wire of stainless steel, $4-13	8.0	CN 3.7	MY 1.4	MX .9	BR .6	UA .4
(722699) Flat-rolled prods. of oth. alloy steel (excl. stainless/silicon-electrical/ ..., $1-10	5.8	SG 1	BE .8	MX .6	IN .6	CN .5
(722830) Bars & rods of oth. alloy steel (excl. of 72.27, 7228.10 & 7228.20), not fu ..., $1-2	18.5	TH 5.9	CN 4	BR 1.6	RO 1.3	PH .9
(722860) Bars & rods of oth. alloy steel (excl. of 72.27), n.e.s. in 72.28, $0-1	12.1	KR 4.8	SG 1.9	TH 1.4	EG .8	CL .6
(722990) Wire of alloy steel other than stainless steel/high speed steel/silico-mang ..., $1-8	9.5	CN 3.1	RU .8	BR .8	IN .7	NL .6
(730120) Welded angles, shapes & sections of iron/steel, $1-9	6.3	DE 1	SG .8	CN .7	KH .6	PL .5
(730210) Rails of iron/steel, $1-3	41.8	BE 5	RU 4.2	CA 3.4	FR 3.1	QA 2.9
(730290) Railway/tramway track construction mat.of iron/steel...: check-rails & rack ..., $0-2	9.0	QA 4.1	PT .7	CA .7	FR .5	DZ .5
(730290) Railway/tramway track construction mat.of iron/steel...: check-rails & rack ..., $2-11	7.0	IT .6	MY .5	KR .4	TZ .4	NL .3
(730300) Tubes, pipes & hollow profiles of cast iron, $0-1	23.8	EG 2.6	DE 1.8	GB 1.8	FI 1.7	FR 1.5
(730300) Tubes, pipes & hollow profiles of cast iron, $1-11	23.4	QA 8.4	AE 2.1	EG 1.6	AR .9	FI .9
(730410) Line pipe, seamless, of iron (excl. cast iron)/steel, of a kind used for oi ..., $1-7	62.8	DZ 25.4	IN 6.2	SG 5.9	GH 2.9	BE 2.6
(730439) Tubes, pipes & hollow profiles (excl. of 7304.10-7304.31), seamless, of cir ..., $1-5	22.8	US 9.3	NL 1.6	IL 1.5	AZ 1.2	FR 1
(730441) Tubes, pipes & hollow profiles (excl. of 7304.10-7304.39), seamless, of cir ..., $7-25	25.8	CN 15.7	DE 4.5	BR 1.2	RU .8	SE .7
(730449) Tubes, pipes & hollow profiles (excl. of 7304.10-7304.39), seamless, of cir ..., $5-18	9.6	PL 1.3	SG 1.2	CN 1.2	AU 1	DZ 1
(730451) Tubes, pipes & hollow profiles (excl. of 7304.10-7304.49), seamless, of cir ..., $2-17	5.7	TH 1.7	BR .8	KR .4	CN .4	RU .4
(730459) Tubes, pipes & hollow profiles (excl. of 7304.10-7304.49), seamless, of cir ..., $1-9	33.0	KR 5.4	IN 5.3	DE 3.1	FR 2.8	CA 2.1
(730490) Tubes, pipes & hollow profiles (excl. of 7304.10-7304.59), seamless, of iro ..., $0-1	22.6	IN 5.9	JO 4.3	AE 1.9	KR 1.7	SG 1
(730590) Tubes & pipes (e.g., welded/riveted/similarly closed), having circular cros ..., $1-16	27.4	DZ 13.4	MY 7.2	TH 2.8	NL .7	HR .5
(730620) Casing & tubing of a kind used in drilling for oil/gas, of iron/steel, $1-13	61.0	US 51.8	SG 2.1	GH 1.6	DZ 1.2	IR .7
(730640) Tubes, pipes & hollow profiles (excl. of 7306.10-7306.30), welded, of circu ..., $0-3	45.8	DE 19.2	ES 4.8	PL 4.3	AT 1.9	US 1.6
(730640) Tubes, pipes & hollow profiles (excl. of 7306.10-7306.30), welded, of circu ..., $3-13	13.4	RU 2.9	DZ 1.3	PT 1.3	TH .9	MY .7
(730650) Tubes, pipes & hollow profiles (excl. of 7306.10-7306.40), welded, of circu ..., $1-11	11.5	CN 1.7	CA 1.4	VE 1.3	AU .8	JO .6
(730660) Tubes, pipes & hollow profiles (excl. of 7306.10-7306.50), welded, of non-c ..., $0-2	10.7	TR 1.3	SG 1.1	BY .8	CR .7	KZ .6
(730711) Cast tube/pipe fittings (e.g., couplings, elbows, sleeves) of non-malleable ..., $3-20	8.2	QA 1.4	NL .9	CN .8	NO .8	PL .7
(730721) Flanges of stainless steel, $6-34	6.2	MX .6	DZ .5	BR .5	OM .5	SG .4
(730722) Threaded elbows, bends & sleeves of stainless steel, $7-52	5.6	NL 1.2	DE .8	DZ .4	KW .4	PL .3
(730723) Butt welding fittings of stainless steel, $8-33	7.4	CH .9	QA .8	DZ .6	TH .5	ES .4
(730729) Tube/pipe fittings of stainless steel (excl. of 7307.21-7307.23), $8-44	14.5	DE 2.4	GH 1	AU 1	FR .9	NL .8
(730791) Flanges of iron/steel (excl. of cast iron/stainless steel), $0-3	24.1	CN 5.4	KR 2.6	GB 1.8	BR 1.7	DE 1.3
(730791) Flanges of iron/steel (excl. of cast iron/stainless steel), $3-22	24.3	US 7.9	CN 2.1	AU 2	DZ 1.4	SG 1.3
(730820) Towers & lattice masts of iron/steel, $2-8	126.4	US 38.3	GB 14.4	NL 10.8	SE 7.9	DK 5.8
(730830) Doors, windows & their frames, & thresholds for doors, of iron/steel, $11-22	11.8	NG 2.5	GB 1.3	DK 1.3	FI .9	DE .7
(730900) Reservoirs, tanks, vats & sim. conts. for any mat. other than compressed/li ..., $10-22	37.5	US 10	KR 8.3	BG 2.6	PL 2.2	TH 1.3
(731021) Cans to be closed by soldering/crimping, for any mat. other than compressed ..., $0-2	27.9	FR 15.8	DZ 2.3	IT 1.5	BH 1.1	BW 1
(731021) Cans to be closed by soldering/crimping, for any mat. other than compressed ..., $2-8	24.2	NL 12.5	JO 1.4	CA 1.3	IT .8	RU .7
(731439) Grill, netting & fencing of iron/steel wire (excl. of 7314.20 & 7314.31), w ..., $1-8	5.8	DE 1.3	MX .7	BE .4	CL .3	FR .2
(731511) Roller chain of iron/steel, $0-5	6.8	DE .9	NG .6	CN .6	UA .3	PE .3
(731511) Roller chain of iron/steel, $5-26	7.0	CN 2.3	RU .5	MX .5	AU .4	MY .3
(731519) Parts of articulated link chain of iron/steel, $0-5	6.1	CN 3.7	NO .5	MX .3	MY .3	IN .2
(731700) Nails, tacks, drawing pins, corrugated nails, staples (excl. of 83.05) & si ..., $9-22	8.8	ES 5.8	RU .8	CN .5	NG .3	DE .2
(731812) Wood screws other than coach screws, of iron/steel, $0-2	6.2	AT 1.9	RU 1.1	UA .7	TR .6	BR .4
(731812) Wood screws other than coach screws, of iron/steel, $2-11	6.4	DE 1.5	SE .7	SK .6	IT .6	AU .5
(731814) Self-tapping screws of iron/steel, $0-3	7.6	RU 2.4	UA .9	TR .8	MX .4	BR .4

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Notes: Price range is based on 2010 trade data (CIF). The two letter country codes follow ISO 3166-1 alpha-2 codes, which are listed at
http://www.iso.org/iso/country_codes/iso_3166_code_lists/country_names_and_code_elements.htm

Table: Top export opportunities of potential new products by HS sector (cont.)

(HS) Description, price range	Export opportunity (US$ Million)	top1	top2	top3	top4	top5
(732020) Helical springs of iron/steel, $29-65	5.5	US 3.1	KR .6	JP .4	CL .2	VE .2
(732183) Non-elec. dom. appls., & parts thereof , of iron/steel (sim. to but excl. t ..., $86-854	15.4	FR 4.9	AT 3	GB 1.5	RU 1	BE .8
(732219) Radiators for central heating, non-electrically heated, & parts thereof , o ..., $2-14	9.1	PL 3.1	RU 1.7	NO .5	SE .5	AT .5
(732290) Air heaters & hot air distributors..., not electrically heated, incorp. a m ..., $8-28	6.7	RU 4.4	UA .7	BY .4	AU .3	PT .2
(732393) Table/kitchen/oth. h-hold. arts. & parts thereof (excl. of 7323.10), of sta ..., $16-32	10.3	CN 3.5	IT 1	ES .8	MX .7	KR .4
(732410) Sinks & wash basins, of stainless steel, $5-17	6.3	AT 1.3	AU 1.2	FR 1.2	CA .5	RU .3
(732490) Sanitary ware & parts thereof , of iron/steel (excl. of 7324.10-7324.29), $5-22	9.0	SG 1	CH .9	NL .9	SE .7	CA .6
(732599) Cast arts. of iron (excl. non-malleable cast iron)/steel, n.e.s., $54-155	6.4	BE 2.2	IT 1.7	FR 1.6	YE .3	ET .1
(740329) Copper alloys (excl. of 7403.21-7403.23; excl. master alloys of 74.05), unw ..., $7-23	16.8	MY 9.2	US 1.5	KR 1.4	TR .9	CA .8
(740710) Bars, rods & profiles, of ref. copper, $0-7	51.2	SA 19.5	IN 7	NZ 5.3	KW 4.5	DE 3.7
(740710) Bars, rods & profiles, of ref. copper, $7-13	12.7	RU 1.9	MX 1.4	UA .9	OM .8	IT .8
(740721) Bars, rods & profiles, of copper-zinc base alloys (brass), $5-13	13.9	CN 4.2	EG 3.6	BR 1.3	US .8	AT .7
(740729) Bars, rods & profiles, of oth. copper alloys (excl. of 7407.21 & 7407.22), $8-22	8.0	US 1.7	CN .9	EG .8	FR .5	BE .4
(740829) Wire of copper alloys (excl. of 7408.21 & 7408.22), $0-8	7.9	IN 2.8	IT 1.3	MA .4	JP .4	TH .4
(740911) Copper plates, sheets & strip, of a thkns. >0.15mm, of ref. copper, in coil ..., $0-7	29.8	IT 12.2	FR 8.2	AT 3.6	BE 1.6	CH .6
(740911) Copper plates, sheets & strip, of a thkns. >0.15mm, of ref. copper, in coil ..., $7-12	13.5	MX 4.2	HK 1.8	SG .8	PL .7	KR .6
(740919) Copper plates, sheets & strip, of a thkns. >0.15mm, of ref. copper, other t ..., $7-14	11.2	CN 4.8	VN 1.4	AT .9	IN .7	PH .7
(741012) Copper foil, whether or not printed, not backed with paper/paperboard/plact ..., $8-41	12.3	CN 6.7	HK 2.8	SG .7	US .5	PT .3
(741110) Copper tubes & pipes, of ref. copper, $7-14	33.0	MY 7.5	TH 5.1	RU 4	CN 2.7	DZ 1.8
(741121) Copper tubes & pipes, of copper-zinc base alloys (brass), $0-7	6.9	US 1.9	AE 1.4	DE .7	CN .5	AU .3
(741129) Copper tubes & pipes, of copper alloys (excl. of 7411.21 & 7411.22), $7-24	10.8	MY 4	JP 1.4	BE 1.2	KR 1	MX .7
(741210) Copper tube/pipe fittings (e.g., couplings, elbows, sleeves), of ref. coppe ..., $9-29	7.0	PL 3.6	CA .6	NL .5	AT .4	RU .3
(741300) Stranded wire, cables, plaited bands and the like, of copper, not electrica ..., $8-29	12.4	CH 2.9	MX 2.7	HK .9	DE .8	BG .7
(741991) Articles of copper, cast/moulded/stamped/forged but not furth. wkd., n.e.s. ..., $9-39	6.7	HK 4.1	SK .4	MX .4	IT .2	SE .2
(750890) Articles of nickel n.e.s. in Ch.75, $15-140	10.6	TR 4.3	BG 1.3	CN .9	GB .8	US .7
(760410) Bars, rods & profiles, of aluminium, not alloyed, $4-12	12.5	NL 2.9	CN 1.4	AL .7	EG .6	QA .5
(760421) Hollow profiles of aluminium, $0-4	33.8	US 12.6	OM 4.6	DE 2.4	BE 1.8	UA 1.4
(760421) Hollow profiles of aluminium, $4-10	15.6	FR 4.2	RU 2.5	UA 1.1	AT 1	DO .8
(760611) Plates, sheets & strip, rect. (incl. square), of a thkns. >0.2mm, of alumin ..., $3-7	15.4	NL 4.4	NZ 1.8	RU 1.2	MY 1.1	BG 1
(760612) Plates, sheets & strip, rect. (incl. square), of a thkns. >0.2mm, of alumin ..., $0-3	114.4	GB 18.8	FR 15.6	CA 15.4	AU 11.8	IT 8.1
(760691) Plates, sheets & strip other than rectangular (incl. square), of a thkns. > ..., $3-9	6.2	MX 1	EG .9	CZ .8	BH .4	AE .4
(760692) Plates, sheets & strip other than rectangular (incl. square), of a thkns. > ..., $3-10	11.1	MY 2.5	TH 1.3	PT 1.1	NG .9	AE .6
(760711) Aluminium foil, whether or not printed, not backed, of a thkns. not >0.2mm, ..., $0-3	39.1	US 16.6	DE 2.2	IN 2	AU 1.8	PL 1.7
(760711) Aluminium foil, whether or not printed, not backed, of a thkns. not >0.2mm, ..., $3-7	20.1	MX 4.9	SG 2.2	UA 2.1	RU 2	JP 1.7
(760719) Aluminium foil, whether or not printed, not backed, of a thkns. not >0.2mm ..., $13-26	22.6	CN 9.3	HK 5.4	JP 3.2	KR 1.1	SG .4
(760719) Aluminium foil, whether or not printed, not backed, of a thkns. not >0.2mm ..., $4-13	16.8	EG 3.5	KR 3.4	IT 1	UA 1	NL .8
(760720) Aluminium foil, whether or not printed, backed with paper/paperboard/plasti ..., $0-4	21.8	PH 4.7	DE 3.8	SA 1.5	CZ 1.4	MY 1.3
(760720) Aluminium foil, whether or not printed, backed with paper/paperboard/plasti ..., $4-11	13.6	UA 2.2	NL 1.6	CH 1	BR .8	EG .7
(760810) Tubes & pipes of aluminium, not alloyed, $4-19	6.0	MX 2.6	CN .8	SK .6	PL .3	EG .3
(760820) Tubes & pipes of aluminium alloys, $0-4	16.4	CZ 7.1	CA 3.1	US 1.4	HK 1.2	AU .7
(760820) Tubes & pipes of aluminium alloys, $4-18	9.7	TR 1.3	TH 1.3	NL 1.2	MY 1	CN .7
(761010) Doors, windows & their frames & thresholds for doors, of aluminium, $15-31	5.6	AT 2.8	TR .4	ES .3	QA .2	UA .1
(761290) Aluminium casks...&sim. conts.,incl.rigid tubular conts.but excl.collapsibl ..., $6-16	74.0	NL 13.3	CH 10.7	DE 6.7	CA 6	PL 3.6
(780600) Articles of lead n.e.s. in Ch.78, $4-17	5.6	SG 1.2	CN .8	VN .7	CA .6	PE .5
(790111) Zinc, not alloyed, unwrought, cont. by wt. 99.99%/more of zinc, $2-2	18.7	TR 4.5	UA 3.6	VN 1.8	TZ 1	KR .9
(800700) Articles of tin n.e.s. in Ch.80, $6-31	5.9	CA .8	CN .7	DE .6	SG .5	FR .5
(810890) Titanium & arts. thereof , n.e.s. in 81.08, $36-180	21.9	CN 10.5	UA 2.7	IL 2	SE 1.8	TR .7
(820713) Rock drilling/earth boring tools with working part of cermets, for hand too ..., $15-54	6.9	CL .9	AU .9	ES .7	TR .4	ZA .4
(820720) Dies for drawing/extruding metal, for hand tools, whether or not power-oper ..., $20-157	8.4	TH 5.1	CN .6	IN .5	DK .3	SK .3
(820730) Tools for pressing/stamping/punching, for hand tools, whether or not power- ..., $0-14	20.0	US 3.9	ES 2.6	FR 2.2	AR 2.1	CZ 1.8
(820730) Tools for pressing/stamping/punching, for hand tools, whether or not power- ..., $14-105	21.5	RU 5.7	DE 4.4	IN 2.1	HU 2	PL 1.4
(820750) Tools for drilling, other than for rock drilling, for hand tools, whether o ..., $73-165	5.8	NL 1.3	JP .7	BR .5	BE .5	AZ .5
(820770) Tools for milling, for hand tools, whether or not power-operated/for machin ..., $0-42	5.3	NL 1.1	NG 1	PL .6	GB .4	IN .4
(820840) Knives & cutting blades, for machines/mech. appls., for agricultural/hortic ..., $7-22	6.5	US 1.5	CN .7	AU .7	FR .5	NL .4
(820900) Plates, sticks, tips and the like for tools, unmounted, of cermets, $0-69	12.3	GB 2	HU 1.2	US 1	CZ .9	CA .8
(830120) Locks of a kind used for motor vehicles, of base metal, $51-108	6.1	DE 3.9	BR .8	FI .3	FR .2	KR .1
(830120) Locks of a kind used for motor vehicles, of base metal, $0-14	14.0	JP 5.3	MX 2	TR 1.2	IN .7	MY .6
(830120) Locks of a kind used for motor vehicles, of base metal, $14-51	11.5	CN 3.7	RU 1.2	TR 1.1	VN .7	FR .7
(830160) Parts of locks, of base metal, $44-94	6.4	SK 2.8	DE 1.5	CH .8	FR .3	KR .2
(830241) Mountings, fittings & sim. arts. suit. for buildings, of base metal (excl. ..., $18-37	8.9	AT 5	DE 1.3	PL .4	IT .3	DK .2
(830260) Automatic door closers, of base metal, $9-34	9.0	US 2	FR 1.7	CH .7	RU .7	DK .5
(830510) Fittings for loose-leaf binders/files, of base metal, $3-10	6.8	US 2.4	PL 1.1	DE .7	NL .5	GB .4
(830710) Flexible tubing of base metal, with/without fittings, of iron/steel, $8-45	26.6	NG 6.7	US 3.1	CN 2.6	GH 2.3	AU 1.5
(831110) Coated electrodes of base metal, for elec. arc-welding, $0-2	7.0	NG .9	ES .8	RU .5	VE .4	SG .3
(831120) Cored wire of base metal, for elec. arc-welding, $0-2	8.0	CN 3	JP 1.1	KR .6	TH .4	SG .3
(831130) Coated rods & cored wire, of base metal, for soldering/brazing/welding by f ..., $4-32	8.1	SG 4.4	MX .5	HK .4	TH .4	CN .4
(831190) Wire, rods, tubes, plates, electrodes & sim. prods. (incl. parts), of base ..., $3-36	7.9	CN 1.4	PH 1	RO .6	FR .6	US .5

Source: Authors based on data from the United Nations Commodity Trade Statistics Database (COMTRADE).
Notes: Price range is based on 2010 trade data (CIF). The two letter country codes follow ISO 3166-1 alpha-2 codes, which are listed at
http://www.iso.org/iso/country_codes/iso_3166_code_lists/country_names_and_code_elements.htm

Table: Top export opportunities of potential new products by HS sector (cont.)

(HS) Description, price range	Export opportunity (US$ Million)	top1	top2	top3	top4	top5
(840219) Vapour generating boilers, incl. hybrid boilers (excl. of 8402.11 & 8402.12 ..., $6-29	20.0	DZ 3.3	TR 2.4	EG 2.1	TH 1.8	AE 1.1
(840290) Parts of the boilers of 8402.11-8402.20, $0-9	50.0	GB 6.4	TR 6.1	IN 5.6	AR 4.2	SA 4.1
(840290) Parts of the boilers of 8402.11-8402.20, $9-57	57.2	IN 7.4	TR 6.1	AR 3.8	DZ 3.3	PT 3.3
(840390) Parts of the boilers of 8403.10, $7-32	36.5	NL 7.5	FR 6.6	IT 5.2	DE 3.5	US 3.5
(840690) Parts of the steam turbines & oth. vapour turbines of 8406.10-8406.82, $20-191	133.1	CN 27.8	FR 12.6	ZA 8.7	IN 8.6	PL 7.1
(840734) Spark ignition recip. piston engines of a kind used for the propulsion of v ..., $2382-4712	116.4	RU 36.9	CN 28.6	GB 19.3	UA 10.8	PT 5
(840790) Spark-ignition recip./rotary int. comb. piston engines (excl. of 8407.10-84 ..., $0-160	52.0	US 38.3	CN 6.9	JP 3	AT .9	SE .6
(841090) Parts (incl. regulators) of the hydraulic turbines & water wheels of 8410.1 ..., $13-99	35.0	TR 3.4	RO 2.6	UG 2	RU 2	AT 2
(841231) Linear acting (cyls.) pneumatic power engines & motors, $58-409	13.9	CN 6.4	US 3.7	RU .6	CH .6	MX .5
(841239) Pneumatic power engines & motors other than linear acting (cyls.), $141-1193	7.8	US 2.1	CN 1.6	IN .8	SG .7	MX .4
(841311) Pumps for dispensing fuel/lubricants, of the type used in filling-stations/ ..., $127-2916	9.0	CA 3.7	GB 1	EG .6	RU .4	MX .3
(841320) Hand pumps for liquids (excl. of 8413.11 & 8413.19), $0-6	7.8	JP 2.3	US 2.2	TR .5	FR .3	CH .3
(841410) Vacuum pumps, $0-101	12.8	US 2.7	FR 2.2	EG 2.2	AT 2.1	ES 1.2
(841459) Fans, other than table/floor/wall/window/ceiling/roof fans, with a self-con ..., $257-605	8.6	JP 4.3	KZ .9	NO .3	PL .3	AU .3
(841460) Ventilating/recycling hoods incorp. a fan, whether or not fitted with filte ..., $88-218	14.4	FR 6.8	PL .9	BR .8	CZ .7	RU .7
(841620) Furnace burners other than those for liquid fuel, incl. combination burners ..., $13-52	17.1	SG 8.2	IN .9	RU .9	CN .9	UA .9
(841780) Industrial/laboratory furnaces & ovens (excl. of 8147.10 & 8417.20), incl. ..., $1602-37152	7.2	EG 2	CA 1	US .7	MY .5	CH .4
(841790) Parts of the industrial/laboratory furnaces & ovens of 8417.10-8417.80, $0-10	12.3	MA 2.3	PA 1.5	IT .9	PL .7	BR .6
(841790) Parts of the industrial/laboratory furnaces & ovens of 8417.10-8417.80, $10-44	38.4	ES 3.8	AT 3.6	IN 3.2	NL 2.3	BR 2
(841850) Refrigerating/freezing chests, cabinets, display counters, show-cases & sim ..., $0-616	21.2	GB 2.9	JP 1.9	IN 1.9	UA 1.7	EG 1.5
(841919) Instantaneous/storage water heaters, non-elec. (excl. of 8419.11), $443-470	27.2	US 11	CA 5	CH 1.7	PT 1.4	RU 1.3
(841939) Dryers for use as mach./plant/laboratory equip., whether or not electricall ..., $504-9927	23.0	CN 12.1	US 3.1	IN 1.3	MX 1.2	RU 1.2
(841981) Machinery, plant & equip., n.e.s. in Ch.84, for making hot drinks/for cooki ..., $280-2425	28.0	US 8.6	CH 3.3	DZ 2.5	MX 2.3	CA 1.7
(841989) Machinery/plant/laboratory equip., whether or not electrically heated...for ..., $440-10009	30.2	IN 9.2	HK 2.9	US 2.8	PK 2.3	CL 1.8
(841990) Parts of the plant & equip. of 8419.11-8419.89, $58-123	6.8	BE .8	IN .6	SA .4	MY .4	AR .4
(842129) Filtering/purifying mach. & app. for liquids (excl. of 8421.21-8421.23), $0-12	13.8	CN 7.4	JP 2	SG 1.6	MY .8	DZ .7
(842191) Parts of centrifuges, incl. centrifugal dryers, $28-136	23.8	US 8.1	SG 5.3	CN 2.5	CA 1.2	NL 1.1
(842230) Machinery for filling/closing/sealing/labelling bottles/cans/boxes/bags/oth ..., $972-37839	66.4	US 28.3	MX 8.1	RU 5.7	CH 4.8	DZ 2.9
(842240) Packing/wrapping mach., incl. heat-shrink wrapping mach. (excl. of 8422.30) ..., $1008-26	17.7	CH 3.5	BR 3.3	DZ 2.3	MX 1.3	SG 1.2
(842430) Steam/sand blasting machines & sim. jet projecting machines, $118-1689	17.1	FR 7	RU 1.9	CZ 1.4	BE 1.2	NO 1
(842481) Mechanical appls. (excl. of 8424.10-8424.30), whether or not hand-operated, ..., $0-9	7.2	ES 1.8	JP 1	GB .8	TR .6	IT .5
(842481) Mechanical appls. (excl. of 8424.10-8424.30), whether or not hand-operated, ..., $9-290	27.9	FR 3.5	AU 3.3	MX 2.3	NG 2.2	BR 2.1
(842489) Mechanical appls. (excl. of 8424.10-8424.30), whether or not hand-operated, ..., $7-687	10.1	CN 4.8	IN 2.1	BY .9	CL .4	EG .3
(842490) Parts of the mech. appls. of 8424.10-8424.89, $54-117	6.5	CN 1.1	BE .7	GB .6	VE .6	FR .6
(842710) Self-propelled fork-lift trucks & oth. works trucks fitted with lifting/han ..., $0-6459	18.0	GB 5.7	US 3.6	PL 3	BR 1.3	EG 1
(842810) Lifts (i.e., passenger elevators) & skip hoists, $22177-35519	10.8	RU 3.5	PE 1.3	NO 1.1	ZA .9	HK .5
(842810) Lifts (i.e., passenger elevators) & skip hoists, $13283-22177	59.7	CH 5.4	FR 4.6	UA 4.2	SG 4.1	NL 3.8
(842839) Continuous-action elevators & conveyors, for gds./mats. (excl. of 8428.10-8 ..., $1250-211	38.8	US 11.4	CN 6.5	CH 5.2	IN 3.4	AU 1.7
(842890) Lifting/handling/loading/unloading mach., n.e.s. in Ch.84, $881-15754	23.0	CN 7.4	NO 3.6	IN 3.2	AR 2.4	DZ .8
(842911) Self-propelled bulldozers & angledozers, track laying, $0-45443	10.4	MX 3.6	EG 2.9	ZA 1.6	NG 1.1	PH .3
(843131) Parts suit. for use solely/princ. with the lifts/skip hoists/escalators of ..., $0-8	49.9	DE 14.5	IT 14.4	CH 4.3	NL 1.8	TH 1.4
(843139) Parts suit. for use solely/princ. with the mach. of 84.28 (excl. of 8431.31 ..., $36-78	8.0	IN 1.5	SK 1.5	ES .8	LU .4	CL .4
(843210) Ploughs, $781-12152	7.9	SE 1	KH .8	VE .7	GB .7	PL .7
(843229) Harrows, other than disc harrows, scarifiers, cultivators, weeders & hoes, $340-3770	11.6	RU 1.2	BE 1.1	UA 1	PL .9	CA .9
(843320) Mowers (excl. those for lawns/parks/sports-grounds), incl. cutter bars for ..., $1133-5532	10.8	CA 2.2	AT 1.3	BE .7	CH .7	SE .6
(843351) Combine harvester-threshers, $21695-115843	49.5	UA 9.3	US 6.9	TH 4.5	PL 3.8	PY 2.5
(843390) Parts of the mach. of 84.33, $23-46	7.6	BE 2.8	NL 1.3	VE 1.1	IE .4	ZA .2
(843390) Parts of the mach. of 84.33, $0-7	22.6	BR 5.3	AT 3	MX 2.4	DE 2.1	UA 1.3
(843490) Parts of milking machines & dairy mach., $19-73	8.6	NL 1.8	VE 1.6	GB 1.5	BE .9	CA .5
(843680) Agricultural/horticultural/forestry/bee-keeping mach. (excl. of 8436.10 & 8 ..., $574-10430	7.4	FR 3.1	PL 1.3	MX .9	NL .4	CN .4
(843699) Parts of oth. agricultural/horticultural/forestrybee-keeping mach., incl. g ..., $8-29	8.3	FI 2.8	FR .9	BE .6	AT .5	PT .4
(843710) Machines for cleaning/sorting/grading seed/grain/dried leguminous vegetable ..., $5047-3(	10.9	TH 1.3	IN 1	VE .6	DE .5	PY .4
(843790) Parts of the mach. of 8437.10 & 8437.80, $8-44	6.3	US .7	RO .7	DO .4	CA .3	IN .3
(843810) Bakery mach. & mach. for the mfr. of macaroni/spaghetti/sim. prods., $1007-12659	9.7	DZ 1.8	CA 1.4	MX .9	EG .8	CH .7
(843999) Parts of mach. for making/finishing paper/paperboard, $0-12	13.2	DE 3.1	FR 2.6	ES 1.1	TH 1	IT 1
(843999) Parts of mach. for making/finishing paper/paperboard, $12-67	22.6	CN 12.8	AT 4.2	NL 1.2	MY .8	CZ .5
(844190) Parts of the mach. of 84.41, $0-21	7.1	BE 2.4	AT 1	ES .7	FR .4	JP .3
(844190) Parts of the mach. of 84.41, $21-102	10.3	NL 1.5	CN 1.2	MX .8	JP .8	CZ .7
(844250) Printing type, blocks, plates, cyls. & oth. printing components; blocks, pl ..., $0-8	37.7	BE 26.1	ES 2.4	FR 2.4	IT 2.1	GB 1.6
(844250) Printing type, blocks, plates, cyls. & oth. printing components; blocks, pl ..., $8-70	17.4	DE 4.2	RU 1.9	CH 1.2	TR 1.1	HK 1
(844319) Offset printing mach. (excl. of 8443.11 & 8443.12), $1824-106282	15.2	CA 5.9	MY 1.7	HK 1.1	IN 1	AU 1
(844839) Parts & accessories of the machines of 84.45/of their auxiliary mach., n.e. ..., $0-23	7.1	IN 4.2	JP 1.1	IT .5	CN .2	GB .2
(844851) Sinkers, needles & oth.arts. used in forming stitches, $55-345	6.9	CN 3.7	TR 1	CZ .5	VN .4	PT .3
(845090) Parts of the h-hold./laundry-type washing machines of 8450.11-8450.20, $0-8	28.1	ES 14.5	TH 5.5	PL 2	KR 1.2	EG .9
(845090) Parts of the h-hold./laundry-type washing machines of 8450.11-8450.20, $8-38	20.3	JP 7	US 1.7	CN 1.6	MX 1.3	HK 1.3
(845190) Parts of the mach. of 84.51, $0-15	5.7	CZ 2.1	PL 1.7	ES .2	AT .2	CH .2
(845229) Sewing machines (excl. h-hold. type; excl. book-sewing machines of 84.40), ..., $278-273	6.6	TN 2.4	EG 1.5	SG .5	PL .4	NL .4
(845490) Parts of the converters, ladles, ingot moulds & casting machines of 84.54, $15-73	12.8	AE 3.8	UA 1.4	CZ 1.3	IN 1.1	OM .6
(845590) Parts of metal-rolling mills, other than rolls, $9-72	35.9	IN 8.1	DE 5.2	TR 3.8	SI 3.2	BY 2.2

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Table: Top export opportunities of potential new products by HS sector (cont.)

(HS) Description, price range	Export opportunity (US$ Million)	top1	top2	top3	top4	top5
(846221) Bending/folding/straightening/flattening machines (incl. presses) for worki ..., $13434-791(	17.8	DE 5.6	IT 1.7	VE 1.4	BR 1.4	FR .9
(846229) Bending/folding/straightening/flattening machines (incl. presses) for worki ..., $1096-1458(	12.0	IN 1.8	EG 1.7	MY 1.1	RU 1.1	FR 1
(846299) Machine-tools for working metal, n.e.s. in 84.62; presses for working metal ..., $983-2136:	6.1	IN 3.3	PL .5	EG .4	CH .3	CA .3
(846599) Machine-tools (incl. machines for nailing/stapling/glueing/othw. assembling ..., $408-1020(	9.6	PL 1.8	IN 1.6	NL 1.1	BE .9	AZ .6
(846620) Work holders suit. for use solely/princ. with the machines of 84.56-84.65, $17-98	6.3	TH 2.7	CN .7	MX .4	TR .3	IN .2
(846630) Dividing heads & oth. special attachments for machine-tools suit. for use s ..., $21-106	9.1	CN 3.5	US 2.4	IN 1.6	BE .2	SG .2
(846691) Parts & accessories suit. for use solely/princ. with the machines of 84.64, $16-80	7.6	CH 3.8	DE .8	BE .4	AT .3	VE .2
(846692) Parts & accessories suit. for use solely/princ. with the machines of 84.65, $0-14	7.7	AT 5.9	SE .2	PL .1	RO .1	EE .1
(847010) Electronic calculators capable of operation without an ext. source of elec. ..., $3-7	28.0	HK 19.6	DE 2.2	JP 2.2	CN .9	PA .6
(847050) Cash registers, $0-169	27.9	SG 14.3	GB 3.3	FR 2.9	IT 2.4	MX 1.6
(847329) Parts & accessories (excl. covers, carrying cases and the like) suit. for u ..., $34-153	11.6	HK 2.3	SG 2.2	BE 1.3	JP 1.2	FR .7
(847690) Parts of the machines of 84.76, $27-102	5.7	IT 1.2	SG 1.2	HK .9	NL .4	MX .4
(847780) Machinery for mounding/othw. forming rubber/plastics/for the mfr. of prods. ..., $2006-343	25.8	IN 8.2	US 5.6	RU 1.9	MY 1.9	TN 1.4
(847982) Mixing/kneading/crushing/grinding/screening/sifting/homogenising/emulsifyin ..., $670-10(	27.6	US 6.9	CA 4.5	MX 2.1	CH 2	IN 1.8
(848041) Moulds (excl. ingot moulds) for metal/metal carbides, injection/compression ..., $11-52	8.8	CN 1.5	MX 1.3	GB 1.2	IT .9	SK .5
(848050) Moulds for glass, $17-53	8.8	RU 2.1	BE 1.6	UA 1.4	AU 1	NL .5
(848060) Moulds for min. mats., $4-18	10.2	CA 1.5	BR 1.4	UA .8	IN .8	RU .6
(848071) Moulds for rubber/plastics, injection/compression types, $70-152	26.1	CH 6.5	CN 4.9	TH 4.1	MY 2.4	VE 1.7
(848071) Moulds for rubber/plastics, injection/compression types, $15-70	50.6	CN 23	DE 5.9	IN 3.8	RU 2.6	VE 2.5
(848079) Moulds for rubber/plastics, other than injection/compression types, $60-132	6.9	MY 3.5	CN 1.7	CZ .3	AT .2	HK .2
(848140) Safety/relief valves for pipes/boiler shells/tanks/vats or the like, $80-170	11.1	DE 3.7	CN 1.4	UA 1.1	ES .9	BR .8
(848240) Needle roller bearings, $1-2	45.2	DE 11.8	FR 3.7	MX 3.2	IT 3.1	KR 2.8
(848250) Cylindrical roller bearings (excl. of 8482.20-8482.40), $0-12	11.2	CN 8	US 2.8	NG .1	PK .1	TH 0
(848291) Balls, needles & rollers for the bearings of 8482.10-8482.80, $0-8	16.6	FR 2.8	DE 2.4	RO 2	US 1.8	MY 1.4
(848291) Balls, needles & rollers for the bearings of 8482.10-8482.80, $8-46	6.7	CN 4.9	MX .4	JP .2	HU .2	MY .1
(848320) Bearing housings, incorp. ball/roller bearings, $11-128	6.0	CN 3.2	US .8	HK .6	MY .4	RU .2
(848360) Clutches & shaft couplings (incl. universal joints), $19-199	26.8	US 9.5	RU 3.5	AU 3	IN 2.2	MY 1.8
(850132) DC motors (excl. universal AC/DC motors); DC generators (excl. generating s ..., $168-17	6.2	CN 1.1	US .9	DO .5	IN .4	BE .4
(850140) AC motors (excl. of 8501.10 & 8501.20), single-phase, $31-274	48.9	US 28.6	CA 4.4	EG 3.8	FR 1.7	AU 1.4
(850151) AC motors (excl. of 8501.10 & 8501.20), multi-phase, of an output not >750W ..., $0-83	9.8	JP 3.1	US 2.3	MX 1.5	IN .6	TR .4
(850152) AC motors (excl. of 8501.10 & 8501.20), multi-phase, of an output >750W but ..., $261-15	54.3	US 12.2	CN 11.3	CA 3.2	MX 2.9	AT 2.9
(850153) AC motors (excl. of 8501.10 & 8501.20), multi-phase, of an output >75kW, $1626-21000	50.5	US 11.4	AT 4.4	CN 4.2	FR 3.3	CA 2.5
(850220) Electric generating sets with spark-ignition int. comb. piston engines, $398-5240	19.4	RU 5.1	PK 3.4	BE 1.7	AU 1.6	NL 1.5
(850239) Electric generating sets n.e.s. in 85.02, $352-17970	37.8	PK 12.1	MY 6.3	EG 3.4	GR 2.8	CL 2.7
(850422) Liquid dielectric transformers having a power handling cap. >650kVA but not ..., $6390-37	35.6	DE 10.2	US 4.9	QA 3.7	VE 1.8	EG .9
(850423) Liquid dielectric transformers having a power handling cap. >10000kVA, $680-642628	98.8	SA 17	CA 8.4	VE 6	SD 5	BH 4.8
(850431) Electrical transformers (excl. dielectric) having a power handling cap. not ..., $123-300	5.5	IE 1.4	AU .5	RU .5	CN .5	UA .4
(850434) Electrical transformers (excl. dielectric) having a power handling cap. >50 ..., $35683-880(	14.3	PK 2.1	IT 1.4	AU 1	BH .8	DZ .8
(850434) Electrical transformers (excl. dielectric) having a power handling cap. >50 ..., $776-35683	38.5	DE 5.2	KR 4.9	DK 3.8	EG 2	GB 1.5
(850490) Parts of the machines of 85.04, $98-226	20.2	CN 8	TH 6.9	GB 2	ES .5	AT .4
(850511) Permanent magnets & arts. intended to become permanent magnets after magnet ..., $53	12.6	CN 9.9	JP .8	HK .4	TH .3	DE .2
(850511) Permanent magnets & arts. intended to become permanent magnets after magnet ..., $11	17.9	CN 3.4	DE 3.1	MY 2.4	KR 1.9	JP 1.6
(850519) Permanent magnets & arts. intended to become permanent magnets after magnet ..., $7-	12.2	DE 3.2	TH 2.5	JP 1.8	CZ 1	CN 1
(850520) Electro-magnetic couplings, clutches & brakes, $24-97	9.0	IT 3.2	CN 1.7	KR .7	TH .5	BE .4
(850590) Electro-magnets n.e.s. in 85.05; electro-magnetic/permanent magnet chucks, ..., $0-18	19.3	DE 4.7	HU 2.6	TH 1.9	CZ 1.9	AT 1.3
(850650) Primary cells & primary batteries, lithium, $1-45	19.6	GB 4.1	IN 3.2	US 2.8	CH 1.8	IE 1.5
(850720) Electric accumulators, incl. separators therefor, whether or not rect. (inc ..., $34-268	51.8	US 8.8	IT 5.1	BE 4.4	DO 4.2	MX 4
(850790) Parts of the elec. accumulators & separators therefor of 85.07, $0-4	12.1	IN 2.8	CZ 1.6	AT 1.5	ES .8	UA .7
(850790) Parts of the elec. accumulators & separators therefor of 85.07, $4-42	15.2	KR 3.2	DE 2.3	BG 1.8	CN 1.6	IN .7
(850990) Parts of the electro.-mech. dom. appls. of 85.09, $0-10	8.8	GB 1.4	DE 1.3	PL 1.3	FR 1	NL .4
(851010) Shavers, with self-contained elec. motor, $17-33	17.3	HU 3.4	NL 3.1	US 1.7	SE 1.3	PL 1.1
(851020) Hair clippers, with self-contained elec. motor, $12-23	11.0	US 4.6	NL 1.4	SE .6	BR .5	SG .5
(851130) Distributors; ignition coils, $13-16	18.9	DE 5.9	MX 2.5	BR 1.9	ET 1.5	TH .9
(851230) Sound signalling equip. of a kind used for cycles/motor vehicles, $8-55	8.3	HK 2.2	CN 1.7	BE .9	PL .8	AR .7
(851240) Windscreen wipers, defrosters & demisters of a kind used for cycles/motor v ..., $19-20	39.8	GB 4.6	IT 3.8	US 3.2	DE 2.7	FR 2.5
(851490) Parts of the equip. of 85.14, $0-19	7.6	KR .9	MX .8	RU .5	IT .5	NO .4
(851490) Parts of the equip. of 85.14, $19-83	11.9	NO 3.5	CN 2.3	BR .8	ZA .6	SG .5
(851580) Electric...soldering/brazing/welding machines & app...; elec. machines & ap ..., $213-6102	9.5	AU 1.2	GB 1	IN .9	US .9	RU .8
(851629) Electric space heating app. & elec. soil heating app., other than storage h ..., $0-26	19.4	JP 8.7	FR 3.1	UA 1.5	ES 1.4	BE 1
(851632) Electro-thermic hair-dressing app. other than hair dryers, $11-11	25.5	US 12.8	DE 2.5	TR 1.7	BE .8	FR .8
(851680) Electric heating resistors, $9-111	12.7	CN 4.1	RU 2.5	CH 2.4	SG .5	ZA .5
(851750) Apparatus for carrier-current line systems/digital line systems (excl. of 8 ..., $3244-7734	67.2	IN 24.3	ES 9.2	RU 7.6	RO 2.4	CH 2.3
(851821) Single loudspeakers, mounted in their enclosures, $0-13	9.4	JP 3.7	FR 1.3	PL .9	MX .7	MY .4
(851821) Single loudspeakers, mounted in their enclosures, $13-126	7.6	CA 2	CL .9	US .9	IT .8	IE .5
(851822) Multiple loudspeakers, mounted in the same enclosure, $0-36	14.6	JP 7.9	CN 1.7	IN 1	ES .8	UA .6
(851890) Parts of the app. & equip. of 85.18, $0-13	10.8	CN 4.2	KR 2.9	BE 1.1	IN .8	BR .6
(851890) Parts of the app. & equip. of 85.18, $13-92	21.9	HK 14.4	MY 2	NG 2	TH 1.3	CZ .3
(852290) Parts (excl. pick-up cartridges) & accessories suit. for use solely/princ. ..., $160-365	7.5	CN 3.2	DE 1.2	TH 1	KR .7	GB .3
(852330) Cards incorp. a magnetic stripe, prepd., unrecorded, for sound recording/si ..., $0-13	18.7	SG 6.7	CA 2.3	ES 2.1	FR 1.6	EG .7
(852390) Prepared unrecorded media for sound recording/sim. recording of oth. phenom ..., $22-44	32.5	PL 9.1	JP 7.4	IE 6.1	IN 6.1	PK 1.5
(852721) Radio-broadcast receivers not capable of op. without an ext. source of powe ..., $95-197	37.3	US 11.7	PY 6.1	BR 4.4	KR 3	TR 2.5

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Notes: Price range is based on 2010 trade data (CIF). The two letter country codes follow ISO 3166-1 alpha-2 codes, which are listed at
http://www.iso.org/iso/country_codes/iso_3166_code_lists/country_names_and_code_elements.htm

Table: Top export opportunities of potential new products by HS sector (cont.)

(HS) Description, price range	Export opportunity (US$ Million)	top1	top2	top3	top4	top5
(853090) Parts of the electrical signalling/safety/traffic control equip. of 85.30, $24-181	11.0	MA 4.1	GB 2.1	AT 1	IN .5	TH .4
(853110) Burglar/fire alarms & sim. app., $0-17	14.1	HK 5.9	JP 3.2	FR 1.6	IN .6	FI .5
(853120) Indicator panels incorp. liquid crystal devices (Lchemically defined)/light ..., $17-348	5.7	TN 1.8	ZA 1.1	HK .6	CN .5	IN .3
(853190) Parts of the app. of 85.31, $0-37	22.4	DE 3.6	FR 2.2	ES 1.8	IN 1.8	MY 1.8
(853210) Electrical capacitors, fixed, designed for use in 50/60Hz circuits & having ..., $0-18	10.7	MY 7.1	DE .7	TR .4	GB .3	OM .3
(853224) Fixed electrical capacitors, other than those of 8532.10, ceramic dielectri ..., $0-53	18.1	MY 6.5	IN 2.6	SE 1.8	SG 1.6	CZ 1.5
(853225) Fixed electrical capacitors, other than those of 8532.10, dielectric of pap ..., $0-22	7.6	CN 4	DE .6	TH .6	IN .3	RU .3
(853229) Fixed electrical capacitors, n.e.s. in 85.32, $0-17	21.2	MY 12	IN 5.2	NG .7	EG .7	DZ .5
(853329) Fixed electrical resistors (excl. fixed carbon resistors, composition/film ..., $0-26	7.8	MX 2.3	MY 1.5	CZ .9	HU .5	AT .4
(853329) Fixed electrical resistors (excl. fixed carbon resistors, composition/film ..., $26-135	9.1	HK 2.5	CN 1.2	PH .7	TH .4	BR .4
(853390) Parts of the electrical resistors of 85.33, $26-134	11.0	CN 4.9	HK 1.5	LU 1.4	US 1	MY .5
(853510) Fuses, for a voltage >1000V, $14-67	6.4	US 4.4	CA .5	FR .3	HK .2	PH .1
(853521) Automatic circuit breakers, for a voltage of <72.5kV, $20-66	12.1	BR 1.2	MX 1	DE .9	AU .9	KR .7
(853530) Isolating switches & make-&-break switches, for a voltage >1000V, $0-14	22.4	GB 7.4	BE 4.8	FR 1	ZA .9	UA .7
(853530) Isolating switches & make-&-break switches, for a voltage >1000V, $14-59	20.2	AE 1.8	AU 1.7	US 1.2	BH 1.2	CL 1.1
(853540) Lightning arresters, voltage limiters & surge suppressors, for a voltage >1 ..., $20-90	9.2	CN 1.7	DE 1	FR .8	KR .7	IR .4
(853610) Fuses, for a voltage not >1000V, $70-151	10.5	CN 7.4	KR 1	NG .3	MY .2	EG .2
(853641) Relays, for a voltage not >60V, $105-219	5.9	HK 2.2	MY 2	CN .6	QA .2	RO .2
(853649) Relays (excl. of 8536.41), for a voltage not >1000V, $121-252	7.7	RU 1.3	ZA 1.1	CN .8	TR .8	MY .5
(853661) Lamp-holders, for a voltage not >1000V, $8-39	10.9	CN 2.1	KR 1.8	US 1.4	CA .6	RU .6
(853720) Boards, panels, consoles, desks, cabinets & oth. bases, equipped with 2/mor ..., $72-152	64.5	CN 39.1	RU 4.7	ZA 4.1	KR 4	AZ 2.5
(853810) Boards, panels, consoles, desks, cabinets & oth. bases for the gds. of 85.3 ..., $57-133	5.9	KR 2.2	QA .5	IE .5	DZ .5	TR .3
(853932) Electric discharge lamps (excl. ultra-violet lamps), mercury/sodium vapour ..., $11-25	38.1	CN 12.3	US 8.6	PL 6.4	VE 3.3	JP 2.5
(853939) Electric discharge lamps (excl. ultra-violet lamps; excl. of 8539.31 & 8539 ..., $0-2	27.7	PL 8.6	CN 8.4	PK 3.3	JP 1.8	SK 1.7
(853939) Electric discharge lamps (excl. ultra-violet lamps; excl. of 8539.31 & 8539 ..., $2-57	9.7	CN 4.6	US 1	BE .7	NO .7	AT .6
(853949) Ultra-violet/infra-red lamps, $7-139	7.3	CN 4	US .7	JP .5	BE .3	IN .3
(853990) Parts of the elec. lamps of 85.39, $9-83	6.8	SK 2.9	EG .8	HK .6	OM .4	CZ .4
(854190) Parts of the devices of 85.41, $23-259	51.7	MY 24.2	MX 7.9	ES 6.1	DE 4.2	IN 1.7
(854390) Parts of the mach. & app. of 85.43, $228-521	7.8	CN 5.4	DK .5	TR .3	BR .3	KR .2
(854411) Winding wire, of copper, $7-26	31.4	MX 4.5	ES 2.5	SG 2.4	CA 2.2	TN 1.9
(854430) Ignition wiring sets & oth. wiring sets of a kind used in vehicles/aircraft ..., $60-124	5.5	DE 3.4	CN .8	PT .3	CH .2	MD .1
(854460) Electric conductors (excl. of 8544.11-8544.30), for a voltage >1000V, $24-52	5.8	BE 1.2	DZ .7	NO .4	MA .4	IT .4
(854470) Optical fibre cables, $94-218	12.1	IE 2.7	TH 1.8	JP 1.6	CH 1.2	CN 1.1
(854520) Carbon brushes, $25-110	6.0	CN 2.3	DK .9	US .5	BR .2	SK .2
(854620) Electrical insulators, of ceramics, $4-33	9.6	CN 1.7	IN 1.7	UA 1.2	EG .7	ZA .6
(854690) Electrical insulators of any mat. other than glass & ceramics, $10-39	14.5	US 1.5	IN 1.2	KR 1	TR 1	MX .9
(854790) Insulating fittings for electrical machines/appls./equip.(excl. of 85.46, 8 ..., $0-10	6.8	US 1.4	MX .8	PH .7	IN .5	AE .4
(854790) Insulating fittings for electrical machines/appls./equip.(excl. of 85.46, 8 ..., $10-48	9.4	DE 1.4	IN 1.2	CN 1	CA .9	KR .8
(854890) Electrical parts of mach./app., n.e.s. in Ch.85, $27-273	20.6	CN 7.6	HK 5.7	MY 1.8	TN 1.8	DK .6
(860729) Brakes other than air brakes, & parts thereof , for railway/tramway locomot ..., $9-46	8.3	IN 3.5	ZA 1	MX .6	GB .5	CN .5
(860799) Parts of railway/tramway rolling stock, n.e.s. in 86.07, $12-60	37.0	ES 12.6	IT 3.4	CH 2.6	IN 1.9	FR 1.8
(860800) Railway/tramway track fixtures & fittings; mech...signalling, safety/traffi ..., $7-61	10.9	IE 2.1	AT 1.1	SA 1	IN .8	RU .7
(870810) Bumpers & parts thereof of the motor vehicles of 87.01-87.05, $27-56	11.3	AT 2.8	RO 2.2	RU 1.6	HK .9	ZA .8
(870821) Safety seat belts of the motor vehicles of 87.01-87.05, $0-14	20.6	ES 6.3	GB 6.2	AR 1.8	CZ 1.3	SK 1.1
(870821) Safety seat belts of the motor vehicles of 87.01-87.05, $14-56	17.8	DE 13.8	IT 1	BR .4	TH .3	RO .3
(870880) Suspension shock-absorbers for the motor vehicles of 87.01-87.05, $20-40	15.4	RU 6.8	GB 1.5	CH 1	NO .8	KR .7
(870892) Silencers & exhaust pipes for the motor vehicles of 87.01-87.05, $24-51	15.6	FR 3.3	GB 2.2	RU 1.6	NG 1.4	RO 1.4
(870893) Clutches & parts thereof for the motor vehicles of 87.01-87.05, $27-53	10.0	JP 3.1	DE 3.1	PL 1	SE .5	FR .5
(871420) Parts & accessories of carriages for disabled persons, $11-47	6.1	US 1.6	SE 1	CA .6	NO .4	VE .3
(871494) Brakes, incl. coaster braking hubs & hub brakes, & parts thereof , for vehi ..., $6-46	6.3	DE 1.9	SG 1.5	PT .4	BE .3	JP .2
(871680) Other vehicles, not mechanically propelled, n.e.s., $41-493	13.7	CA 3.2	CH 1.9	US 1.7	RU 1.6	MX 1
(871690) Parts of the vehicles of 87.16, $11-22	5.3	FR 2.1	GR .5	CH .4	EG .3	FI .3
(871690) Parts of the vehicles of 87.16, $0-3	25.9	HU 4.6	DE 3.2	BE 1.7	PL 1.6	FR 1.6
(900110) Optical fibres, optical fibre bundles & cables (excl. of 85.44), $56-310	31.4	CN 17.9	PL 2.2	GB 1.7	TR 1	CH .9
(900130) Contact lenses, $1-15	23.6	US 4.5	FR 2.7	BE 1.7	AU 1.6	CA 1.4
(900150) Spectacle lenses of mats. other than glass, unmounted, $0-5	22.2	IT 5.8	TH 3.1	CN 2.6	CA 2.1	AT 1.5
(900150) Spectacle lenses of mats. other than glass, unmounted, $5-9	69.9	JP 14.3	DE 13.1	NL 7.1	TH 6.9	FR 6.6
(900211) Objective lenses for cameras/projectors/photog. enlargers/reducers, of any ..., $586-116(	26.1	DE 10.1	KR 9.3	DK 1.5	CH 1.1	PL .6
(900211) Objective lenses for cameras/projectors/photog. enlargers/reducers, of any ..., $0-204	14.4	JP 8.2	MY 1.4	ES 1.1	CN 1	GB .7
(900290) Lenses, prisms, mirrors & oth.optical elements, of any mat., mounted, being ..., $76-474	15.0	CN 5.3	HK 3.7	CH 1.1	BE .7	TH .7
(900311) Frames & mountings for spectacles/goggles or the like, of plastics, $10-29	11.0	US 2.1	FR .9	HK .8	CA .7	NL .6
(900319) Frames & mountings for spectacles/goggles or the like, of mats. other than ..., $15-33	27.1	FR 8.3	DE 4.2	CZ 2.7	AT 1.8	SE 1.2
(900390) Parts of the frames & mountings for spectacles/goggles or the like of 90.03 ..., $36-219	6.7	CZ 3	AT .9	BR .8	CN .7	KR .3
(900490) Spectacles, goggles and the like, corrective, protective/oth. (excl. sungla ..., $2-23	15.0	US 2.8	CN 2.6	AU 2.2	CH 2.2	CA 1.8

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Table: Top export opportunities of potential new products by HS sector (cont.)

(HS) Description, price range	Export opportunity (US$ Million)	top1	top2	top3	top4	top5
(901190) Parts & accessories of the compound optical microscopes of 90.11, $105-419	6.0	US 2.8	SG 1.4	NL .4	AU .3	BE .1
(901320) Lasers (excl. laser diodes), $200-7396	32.7	CN 17.6	US 5.1	SG 3.8	CH 3.5	HK .6
(901380) Liquid crystal devices not constituting arts. provided for more specificall ..., $9-301	942.3	CN 827.5	MX 72.3	IN 21.5	MY 14.7	RU 4.4
(901390) Parts & accessories of the arts. of 90.13, $0-71	13.6	HK 12.5	IE .3	IN .2	NL .1	FR .1
(901390) Parts & accessories of the arts. of 90.13, $71-573	115.7	CN 42.4	MX 37.9	HK 19.2	JP 9	CZ 2.5
(901832) Tubular metal needles & needles for sutures, $18-124	24.0	BE 3.7	DE 3.5	CN 1.9	FR 1.5	GB 1.5
(901849) Instruments & appls. used in dental sciences (excl. drills), $3-154	12.1	RU 3.6	JP 2.7	IN 1.3	MY .9	CN .8
(901920) Ozone therapy/oxygen therapy/aerosol therapy/art. respiration/oth. therapeu ..., $139-299	22.7	JP 5.6	BE 3.9	CN 2.4	ES 2.2	FR 1.3
(901920) Ozone therapy/oxygen therapy/aerosol therapy/art. respiration/oth. therapeu ..., $0-32	9.9	RU 1.7	IE 1.3	IT 1	MX .7	EG .6
(902110) Orthopaedic/fracture appls., $367-867	28.8	NL 4.1	CN 3	DE 2.6	ZA 2.1	BE 2
(902110) Orthopaedic/fracture appls., $0-34	10.5	MX 4.6	ES 1.4	FR .9	DE .7	BH .5
(902219) Apparatus based on the use of X-rays (excl. of 9022.12), for other than den ..., $0-9014	5.5	GB 1.3	FR 1	EG .7	ES .4	MY .3
(902300) Instruments, app. & models designed for demonstrational purps. (e.g., in ed ..., $92-201	8.4	CN 3	IR .8	KZ .6	BR .5	RU .4
(902690) Parts & accessories of the instr. & appls. of 90.26, $199-431	17.4	CN 8	JP 2.8	DE 1.7	MX 1.1	KR .9
(902710) Gas/smoke analysis app., $0-83	8.0	FR 1.1	BR 1	ES 1	PL .7	AM .7
(902750) Instruments & app. for physical/chem. analysis, using optical radiations (U ..., $584-7784	56.3	US 17.9	CN 6.8	CA 6.6	CH 4.7	RU 4.4
(902790) Microtomes; parts & accessories of instr. & app. of 90.27, $361-736	16.6	DE 5.2	IE 4.1	CN 1.7	BE 1.1	BR .9
(902890) Parts & accessories of the meters of 90.28, $0-18	8.4	SK 2.5	EG .9	JP .6	UA .6	BR .4
(902890) Parts & accessories of the meters of 90.28, $18-134	16.4	MX 5.1	GB 2.4	DE 1.7	PL 1	BE 1
(902990) Parts & accessories of the instr. of 90.29, $33-177	12.2	CN 3.3	GB 1.1	SE .9	FR .8	ES .7
(903010) Instruments & app. for meas./detecting ionising radiations, $309-4058	10.2	US 3.8	CA 1.2	RU 1	AU .7	EG .7
(903090) Parts & accessories of the instr. & app. of 90.30, $0-101	8.0	JP 1.8	GB 1	MY .9	MX .8	NL .8
(903180) Measuring/checking instr., app.& machines, n.e.s. in Ch. 90, $0-56	10.1	MY 7.9	HK .7	NG .5	IN .3	PE .2
(903190) Parts & accessories of the instr., app. & machines of 90.31, $337-764	26.8	KR 14.7	JP 5.7	HK 4.5	ES .5	SK .3
(903210) Thermostats, $0-5	14.0	JP 2.1	HK 2.1	CN 1.8	TR 1.6	PL 1.5
(903281) Hydraulic/pneumatic auto. regulating/controlling instr. & app., $64-762	11.9	CN 4	US 3.1	CA 1.3	CH .6	RU .6
(903290) Parts & accessories of the instr. & app. of 90.32, $185-400	24.2	CN 9	SE 2.7	MY 2	DE 1.5	HU 1.4
(903300) Parts & accessories n.e.s. in Ch.90. for machines/appls./instr./app. of Ch. ..., $192-415	35.5	CN 25.4	DE 5.8	NL .8	EE .5	SE .4
(910219) Wrist-watches, electrically operated, whether or not incorp. a stop-watch f ..., $11-117	21.3	HK 13.2	CN 1.5	FR 1.3	JP .9	AU .7
(910511) Alarm clocks, electrically operated, $3-13	8.8	JP 4.3	DE 2.6	TR .3	NL .3	ES .3
(910700) Time switches with clock/watch movement/with synchronous motor, $8-29	8.8	US 3.8	ES 1.5	IT 1.2	TH .5	EG .4
(920290) String musical instr. (e.g., guitars, harps) n.e.s. in 92.02, $46-356	9.8	FR 1.9	CA 1.5	GB 1.5	IT .6	CH .5
(920710) Keyboard instr. other than accordions, the sound of which is produced/must ..., $247-628	19.9	US 6.6	BE 5	DE 1.2	KR 1.2	BR .8
(940120) Seats of a kind used for motor vehicles, $0-162	15.7	MX 8	RU 2.3	AR 1	UA .8	CN .7
(940120) Seats of a kind used for motor vehicles, $162-171	54.4	FR 9.6	BE 8	GB 5.3	ES 4.7	PL 2.5
(940130) Swivel seats with variable height adjustment (excl. of 94.02), $46-326	8.5	RU 2.6	NO 2.4	MX 1.1	CN .6	AU .4
(940140) Seats other than garden seats/camping equip., convertible into beds, $180-183	12.2	FR 2.2	IT 1.3	ES 1	AT .9	UA .8
(940171) Seats (excl. of 9401.10-9401.50 & 94.02), with metal frames, upholstered, $46-341	8.3	RU 1.9	AU 1.6	NO 1.6	CN .6	MX .5
(940179) Seats (excl. of 9401.10-9401.50 & 94.02), with metal frames, other than uph ..., $22-149	6.8	NO 2.6	AU 1.1	MX .9	RU .8	KZ .3
(950430) Games other than video games/billiards, operated by coins/banknotes (paper ..., $0-75	6.1	JP 2.3	ES 2	GB .8	PH .2	LU .2
(950430) Games other than video games/billiards, operated by coins/banknotes (paper ..., $75-190	42.3	CA 15	AR 6.6	IT 3.3	PE 3.3	CL 3.2
(950440) Playing cards, $1-1	23.7	MO 4.7	DE 3.7	FR 1.5	JP 1.5	GB 1.1
(950662) Inflatable balls, $3-3	6.3	GB 1.9	BR .8	UA .3	PA .3	KR .2
(950669) Balls other than golf/table-tennis/lawn-tennis/inflatable balls, $1-1	5.9	US 3.9	GB .9	AU .2	TH .2	HK .1
(950890) Roundabouts, swings, shooting galleries & oth. fairground amusements; trave ..., $4-16	8.4	SG 1.5	NL 1.5	AU .8	AE .5	JP .4
(960321) Tooth brushes, incl. dental-plate brushes, $0-0	18.5	JP 4.4	US 4	GB 1.2	CN .9	IN .8
(960350) Brushes constituting parts of machines/appls./vehicles, $2-30	5.7	US 1.5	RU 1.4	MY .5	AU .4	MX .3
(960820) Felt tipped & oth. porous-tipped pens & markers, $0-0	18.4	US 11.8	RU .8	FR .7	IT .5	ES .4

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